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UNITED STATES DISTRICT COURT
FOR THE NORTHERN DISTRICT OF OHIO
EASTERN DIVISION

-----x
IN RE: NATIONAL PRESCRIPTION) Case No.
OPIATE LITIGATION) 1:17-MD-2804
APPLIES TO ALL CASES) Hon. Dan A. Polster
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HIGHLY CONFIDENTIAL - SUBJECT TO FURTHER
CONFIDENTIALITY REVIEW
VIDEOTAPED DEPOSITION OF LARRY W. ROMAINÉ

CHARLOTTESVILLE, VIRGINIA
THURSDAY, JANUARY 10, 2019

9:06 A.M.

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Reported by: Leslie A. Todd

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<p style="text-align: right;">Page 2</p> <p>1 Deposition of LARRY W. ROMAINÉ, held in the 2 conference room at: 3 4 5 OMNI HOTEL 6 212 Ridge McIntire Road 7 Charlottesville, Virginia 22903 8 9 10 11 12 Pursuant to notice, before Leslie Anne Todd, 13 Court Reporter and Notary Public in and for the 14 Commonwealth of Virginia, who officiated in 15 administering the oath to the witness. 16 17 18 19 20 21 22 23 24</p>	<p style="text-align: right;">Page 4</p> <p>1 APPEARANCES (Continued): 2 3 SANDRA DI LORIO, ESQUIRE 4 ENDO 5 1400 Atwater Drive 6 Malvern, Pennsylvania 19355 7 (484) 574-2921 8 9 ON BEHALF OF WALMART: 10 CHRISTOPHER LOMAX, ESQUIRE 11 JONES DAY 12 600 Brickell Avenue 13 Suite 3300 14 Miami, Florida 33131 15 (305) 714-9700 16 17 ON BEHALF OF PERNIX THERAPEUTICS HOLDINGS, INC : 18 BRUCE CLARK, ESQUIRE (Telephonically) 19 CLARK MICHIE, LLP 20 220 Alexander Street 21 Princeton, New Jersey 08540 22 (609) 206-1104 23 24</p>
<p style="text-align: right;">Page 3</p> <p>1 APPEARANCES 2 ON BEHALF OF THE PLAINTIFFS: 3 JENNIFER SCULLION, ESQUIRE 4 ERICA KUBLY, ESQUIRE 5 SEEGER WEISS, LLP 6 77 Water Street, 8th Floor 7 New York, New York 10005 8 (212) 584-0780 9 10 ON BEHALF OF THE TENNESSEE PLAINTIFFS: 11 JOE P. LENISKI, JR., ESQUIRE 12 BRANSTETTER, STRANCH & JENNINGS, PLLC 13 223 Rosa L. Parks Avenue, Suite 200 14 Nashville, Tennessee 37203 15 (615) 254-8801 16 17 ON BEHALF OF ENDO PHARMACEUTICALS AND THE WITNESS: 18 SEAN MORRIS, ESQUIRE 19 NEDA HAJIAN, ESQUIRE (Telephonically) 20 ARNOLD & PORTER KAY SCHOLER, LLP 21 777 South Figueroa Street 22 44th Floor 23 Los Angeles, California 90017-5844 24 (213) 243-4222</p>	<p style="text-align: right;">Page 5</p> <p>1 APPEARANCES (Continued): 2 3 ON BEHALF OF AMERISOURCEBERGEN: 4 MARY BALASTER, ESQUIRE (Telephonically) 5 REED SMITH, LLP 6 811 Main Street, Suite 1700 7 Houston, Texas 77002-6110 8 (713) 469-3800 9 10 11 ALSO PRESENT: 12 SABRINA TYJER (Paralegal - Seeger Weiss) 13 DANIEL HOLMSTOCK (Videographer) 14 RICK CHRISTIAN (Trial Technician) 15 16 17 18 19 20 21 22 23 24</p>

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<p>1 EXHIBITS (Continued)</p> <p>2 (Attached to transcript)</p> <p>3 ENDO-ROMAINE DEPOSITION EXHIBITS PAGE</p> <p>4 No. 60 E-mail string re Physician removed</p> <p>5 from Opana ER call plan by Colleen</p> <p>6 Craven, Bates ENDO-OPIOID_MDL-</p> <p>7 01861288 to 01861292 516</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>1 DIRECT EXAMINATION</p> <p>2 BY MS. SCULLION:</p> <p>3 Q Good morning, Mr. Romaine.</p> <p>4 A Good morning.</p> <p>5 Q We met briefly off the record, but I'm</p> <p>6 Jennifer Scullion, counsel for the plaintiffs in</p> <p>7 this action.</p> <p>8 Mr. Romaine, have you been deposed</p> <p>9 before?</p> <p>10 A I have.</p> <p>11 Q How many times?</p> <p>12 A Once.</p> <p>13 Q When was that?</p> <p>14 A I believe it was in 2011, but I'm not</p> <p>15 specific on the date.</p> <p>16 Q Was that in connection with a particular</p> <p>17 lawsuit?</p> <p>18 A It was in connection with overtime pay</p> <p>19 for employees in the pharmaceutical industry.</p> <p>20 Q And that was with respect to Endo</p> <p>21 employees?</p> <p>22 A Yes.</p> <p>23 Q Was that for sales reps' overtime?</p> <p>24 A Sales reps.</p>

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<p style="text-align: right;">Page 18</p> <p>1 Q Okay. Have you testified in any other</p> <p>2 depositions?</p> <p>3 A No.</p> <p>4 Q Have you ever testified in court?</p> <p>5 A No.</p> <p>6 Q All right. Have you ever submitted any</p> <p>7 sworn testimony?</p> <p>8 A No.</p> <p>9 Q Were you -- did you testify before the</p> <p>10 New York Attorney General --</p> <p>11 A No, I did not.</p> <p>12 Q -- ever? Okay. Okay. Great.</p> <p>13 Well, so you've been through one</p> <p>14 deposition, and I'm sure counsel has explained to</p> <p>15 you some of the -- the rules and guidances, but</p> <p>16 let me just go over some that I think are really</p> <p>17 helpful.</p> <p>18 First is I'm going to be asking</p> <p>19 questions and asking you to answer those</p> <p>20 questions. If you don't understand my questions,</p> <p>21 would you please let me know?</p> <p>22 A Okay.</p> <p>23 Q Thank you. Otherwise, I'm going to</p> <p>24 assume that you understood it.</p>	<p style="text-align: right;">Page 20</p> <p>1 time to time. If you need a break, please let me</p> <p>2 know, and we'll try to do that. The only thing is</p> <p>3 I would ask that we can't take a break during a</p> <p>4 question. So if I ask you a question and it</p> <p>5 hasn't been answered, we can't take a break.</p> <p>6 Okay?</p> <p>7 A Okay.</p> <p>8 Q Okay, great. Is there any reason that</p> <p>9 you can't give your best testimony today?</p> <p>10 A No.</p> <p>11 Q No medication that impairs your -- your</p> <p>12 cognitive abilities?</p> <p>13 A No.</p> <p>14 Q Okay. Fantastic.</p> <p>15 Are you represented by counsel today?</p> <p>16 A I am.</p> <p>17 Q And who is that?</p> <p>18 A Arnold & Porter.</p> <p>19 Q Did you do anything to prepare for</p> <p>20 today's deposition?</p> <p>21 A Yes.</p> <p>22 Q What did you do?</p> <p>23 A I met with Arnold & Porter and the Endo</p> <p>24 attorney on Tuesday afternoon and then yesterday,</p>
<p style="text-align: right;">Page 19</p> <p>1 There may be objections from time to</p> <p>2 time, but unless you're instructed not to answer</p> <p>3 on the ground of privilege and you choose to</p> <p>4 follow that instruction, you will need to answer</p> <p>5 the questions.</p> <p>6 Do you understand that?</p> <p>7 A Yes.</p> <p>8 Q Okay. I'm going to try not to speak</p> <p>9 over your answers, and I'd ask that you not try to</p> <p>10 speak over my questions.</p> <p>11 A Okay.</p> <p>12 Q It can get a little difficult. The</p> <p>13 reason for that is Leslie, our court reporter,</p> <p>14 will have difficulty taking everything down if</p> <p>15 we're talking over each other.</p> <p>16 A Okay.</p> <p>17 Q Thank you. We're also going to need to</p> <p>18 make sure that you give verbal answers, so you</p> <p>19 can't just nod your head or say "uh-huh" or</p> <p>20 "huh-uh." It's got to be actual words so, again,</p> <p>21 that Leslie can record those.</p> <p>22 A Okay.</p> <p>23 Q Thank you.</p> <p>24 We're going to be taking breaks from</p>	<p style="text-align: right;">Page 21</p> <p>1 which was Wednesday.</p> <p>2 Q Did you meet with anyone at any other</p> <p>3 time to prepare for today's deposition?</p> <p>4 A No, I did not.</p> <p>5 Q Did you speak with anybody on the phone</p> <p>6 to prepare for the deposition?</p> <p>7 A I spoke with Joanna about the logistics</p> <p>8 of this prior to coming here.</p> <p>9 Q Okay. Did you speak with anyone else</p> <p>10 about -- in preparation for the deposition?</p> <p>11 A No, I did not.</p> <p>12 Q Okay. Did you -- did you review any</p> <p>13 documents to prepare for the deposition?</p> <p>14 A I did.</p> <p>15 Q And what did you review?</p> <p>16 MR. MORRIS: I'm going to object and</p> <p>17 instruct the witness not to answer. If you want</p> <p>18 to ask about a specific document, that's fine, but</p> <p>19 he's not going to give you a list of documents</p> <p>20 that he reviewed.</p> <p>21 BY MS. SCULLION:</p> <p>22 Q Let me ask you this: Did you review any</p> <p>23 documents other than in the presence of counsel to</p> <p>24 prepare for the deposition?</p>


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<p>1 A I did not.</p> <p>2 Q Did you go, for example, and look at any</p> <p>3 former e-mails or calendars, any journals,</p> <p>4 diaries, notes, anything of that sort?</p> <p>5 A I did not.</p> <p>6 Q Okay. When you reviewed documents with</p> <p>7 counsel, did any of those refresh your</p> <p>8 recollection about events from your employment at</p> <p>9 Endo?</p> <p>10 A Yes.</p> <p>11 Q Do you recall what events you had your</p> <p>12 recollection refreshed on?</p> <p>13 A I do.</p> <p>14 Q What were those?</p> <p>15 A The risk map and the director removal</p> <p>16 process.</p> <p>17 Q The director removal process?</p> <p>18 A Mm-hmm, to remove physicians from the</p> <p>19 call plan.</p> <p>20 Q Okay. The -- the risk map, was that the</p> <p>21 risk map for Opana ER?</p> <p>22 A Correct.</p> <p>23 Q Was that a document you had been</p> <p>24 familiar with when you were employed by Endo?</p>	<p>1 Q Anything you asked for?</p> <p>2 A No.</p> <p>3 Q Okay. All right. Putting aside</p> <p>4 preparation for the deposition, did you discuss</p> <p>5 today's deposition with anyone other than your</p> <p>6 counsel?</p> <p>7 A Just one other person.</p> <p>8 Q And who is that?</p> <p>9 A My wife.</p> <p>10 Q And what did you discuss with her about</p> <p>11 it?</p> <p>12 A That I was coming to the deposition and</p> <p>13 would be giving a deposition for the next three</p> <p>14 days.</p> <p>15 Q Okay. Did you have any communication</p> <p>16 with any former Endo colleagues about today's</p> <p>17 deposition?</p> <p>18 A I did not.</p> <p>19 Q Have you had any communication with any</p> <p>20 former Endo colleagues about this litigation, and</p> <p>21 that is the In Re: National Prescription Opiates</p> <p>22 MDL?</p> <p>23 A I have not.</p> <p>24 Q Okay. How did -- how did you come to be</p>
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<p>1 A I was familiar with it at one time, but,</p> <p>2 obviously, over time I -- I had forgotten about</p> <p>3 it.</p> <p>4 Q Hadn't committed that to memory?</p> <p>5 A No.</p> <p>6 Q And the -- you said the director removal</p> <p>7 process. Is that the -- a prescriber removal</p> <p>8 process?</p> <p>9 A Correct.</p> <p>10 Q Okay. And that's a process to remove</p> <p>11 prescribers from a -- from call plans?</p> <p>12 A That's correct.</p> <p>13 Q Okay. And was that something you were</p> <p>14 familiar with when you were employed with Endo?</p> <p>15 A I was familiar with it.</p> <p>16 Q Okay. Any other topics on which your</p> <p>17 recollection was refreshed by reviewing documents</p> <p>18 for the deposition?</p> <p>19 A We reviewed a lot of documents, but</p> <p>20 nothing that stands out.</p> <p>21 Q Okay. Was there anything that you</p> <p>22 wanted to see that you weren't able to see to take</p> <p>23 a look at?</p> <p>24 A No, not that I remember.</p>	<p>1 familiar with this litigation? How did you come</p> <p>2 to know about it?</p> <p>3 A I was contacted by Joanna.</p> <p>4 Q Had you heard about the case before</p> <p>5 that?</p> <p>6 A No.</p> <p>7 Q Do you recall approximately when</p> <p>8 Ms. Percio -- when Ms. Percio contacted you?</p> <p>9 A Actually, I take that back. It was</p> <p>10 Jobina, and I don't know her last name, at Endo</p> <p>11 that contacted me first.</p> <p>12 Q Okay. And I apologize, I don't remember</p> <p>13 Jobina's last name.</p> <p>14 A I don't either.</p> <p>15 MR. MORRIS: Jones --</p> <p>16 MS. SCULLION: Jones?</p> <p>17 MR. MORRIS: Jones-McDonnell.</p> <p>18 MS. SCULLION: Jones-McDonnell. Thank</p> <p>19 you.</p> <p>20 BY MS. SCULLION:</p> <p>21 Q Do you recall approximately when</p> <p>22 Ms. Jones-McDonnell contacted you?</p> <p>23 A It was either late June or early July</p> <p>24 of -- of last year.</p>

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<p style="text-align: right;">Page 26</p> <p>1 MR. MORRIS: And I'll just jump in.</p> <p>2 Obviously these kinds of questions are fine, and</p> <p>3 I'm sure that Ms. Scullion is not going to ask</p> <p>4 you, but don't reveal the content of any</p> <p>5 discussions that you had with counsel.</p> <p>6 THE WITNESS: Okay.</p> <p>7 (Romaine Exhibit No. 1 was marked</p> <p>8 for identification.)</p> <p>9 BY MS. SCULLION:</p> <p>10 Q Okay. Let's show you what's been marked</p> <p>11 as Exhibit No. 1.</p> <p>12 And this is the Amended Notice of</p> <p>13 Deposition of Larry Romaine. Mr. Romaine, have</p> <p>14 you seen Exhibit 1 before?</p> <p>15 A I have not.</p> <p>16 Q So Exhibit 1 is the amended notice of</p> <p>17 your deposition here today.</p> <p>18 A Okay.</p> <p>19 Q And in the second paragraph at the end,</p> <p>20 we've indicated that you were to bring a copy of</p> <p>21 your most recent curriculum vitae or similar</p> <p>22 summary of education and work history.</p> <p>23 Did you bring such a document with you</p> <p>24 today?</p>	<p style="text-align: right;">Page 28</p> <p>1 is a CV or a resume?</p> <p>2 A I probably have a hard copy somewhere in</p> <p>3 my home.</p> <p>4 Q Okay.</p> <p>5 MS. SCULLION: Counsel, we -- we have</p> <p>6 asked for these documents to be produced to</p> <p>7 release in the deposition. I'm not sure why that</p> <p>8 hasn't happened, but we would like to get a copy</p> <p>9 of his -- of his CV as we've asked for.</p> <p>10 MR. MORRIS: Okay. Well, we'll take</p> <p>11 that under submission, and you can ask him</p> <p>12 obviously his employment history.</p> <p>13 MS. SCULLION: More quickly, let me have</p> <p>14 that.</p> <p>15 MS. SCULLION: Let's give -- number 3.</p> <p>16 (Romaine Exhibit No. 3 was marked</p> <p>17 for identification.)</p> <p>18 BY MS. SCULLION:</p> <p>19 Q I'm going slightly out of order on the</p> <p>20 exhibits, so just bear with me.</p> <p>21 I'm going to hand you what's marked as</p> <p>22 Exhibit No. 3.</p> <p>23 A Do you want this one back?</p> <p>24 Q No, you should keep all the exhibits as</p>
<p style="text-align: right;">Page 27</p> <p>1 A I did not.</p> <p>2 Q Were you asked --</p> <p>3 THE VIDEOGRAPHER: We never set up the</p> <p>4 speakerphone.</p> <p>5 (A discussion was held off the record.)</p> <p>6 MS. SCULLION: So for the record, we</p> <p>7 just got notice that the speakerphone was not set</p> <p>8 up for the dial-in. So we're going to take a</p> <p>9 quick break, get that set up, and we'll continue.</p> <p>10 THE VIDEOGRAPHER: The time is 9:16 a.m.</p> <p>11 We're going off the record.</p> <p>12 (Pause.)</p> <p>13 THE VIDEOGRAPHER: The time is 9:19 a.m.</p> <p>14 We're back on the record.</p> <p>15 BY MS. SCULLION:</p> <p>16 Q So we're back on.</p> <p>17 Mr. Romaine, do you have a -- a CV or a</p> <p>18 resume that you keep?</p> <p>19 A I -- I don't.</p> <p>20 Q Okay. Do you have any summary of</p> <p>21 your -- of your work history that you maintain?</p> <p>22 A I don't have anything with me.</p> <p>23 Q I'm sorry. I meant, do you -- just at</p> <p>24 home or on a computer, is that something you keep</p>	<p style="text-align: right;">Page 29</p> <p>1 they're handed to you.</p> <p>2 A Okay.</p> <p>3 Q You can put them aside if you like, but</p> <p>4 we'll be coming back to exhibits, so just so you</p> <p>5 know.</p> <p>6 So Exhibit No. 3 is the Separation</p> <p>7 Agreement and General Release entered into between</p> <p>8 Larry Romaine and Endo Pharmaceuticals, Inc.</p> <p>9 And if you turn to the very last --</p> <p>10 sorry, second to last page of the exhibit, it is</p> <p>11 signed by, it looks like, Mr. Romaine on</p> <p>12 September 1st, 2013. And this was provided to us</p> <p>13 today by counsel for Endo.</p> <p>14 Mr. Romaine, do you recognize Exhibit 3?</p> <p>15 A I do.</p> <p>16 Q And what is it?</p> <p>17 A It was my separation agreement from</p> <p>18 Endo.</p> <p>19 Q Okay. And on the page 7 of the</p> <p>20 agreement, that is your signature?</p> <p>21 A Yes.</p> <p>22 </p> <p>23</p> <p>24</p>

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<p style="text-align: right;">Page 30</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 Q Okay. All right. Let's put Exhibit 3</p> <p>20 aside.</p> <p>21 (Romaine Exhibit No. 2 was marked</p> <p>22 for identification.)</p> <p>23 BY MS. SCULLION:</p> <p>24 Q And I'm going to hand you what's been</p>	<p style="text-align: right;">Page 32</p> <p>1 Q All right. When you were with Endo,</p> <p>2 your principal responsibility was -- was in</p> <p>3 connection with sales, correct?</p> <p>4 A Correct.</p> <p>5 Q All right. And from time to time there</p> <p>6 were pieces of promotional materials that were</p> <p>7 used in sales, correct?</p> <p>8 A Correct.</p> <p>9 Q So it might be, for example, a master</p> <p>10 visual aid, slim jim, some piece of premium like a</p> <p>11 lanyard or a pen or anything. Do you have in your</p> <p>12 possession at home any such promotional materials</p> <p>13 with respect to Endo?</p> <p>14 A I do not.</p> <p>15 Q Okay. Sometimes people keep these</p> <p>16 things.</p> <p>17 A It's been a while since I left.</p> <p>18 Q Okay. So let's go through your</p> <p>19 employment history just really very quickly.</p> <p>20 A Okay.</p> <p>21 Q To remind me, when did you graduate from</p> <p>22 college?</p> <p>23 A 1980.</p> <p>24 Q Okay. And what was your degree?</p>
<p style="text-align: right;">Page 31</p> <p>1 marked as Exhibit No. 2.</p> <p>2 A Thank you.</p> <p>3 Q Sure. And Exhibit No. 2 is a copy of</p> <p>4 the subpoena to testify at deposition in a civil</p> <p>5 action dated December 31st, 2018, directed to</p> <p>6 Mr. Romaine in care of Arnold & Porter.</p> <p>7 And, Mr. Romaine, have you seen</p> <p>8 Exhibit No. 2 before?</p> <p>9 A I have not.</p> <p>10 Q Okay. Were you aware that a subpoena</p> <p>11 had been served calling for your testimony as well</p> <p>12 as documents?</p> <p>13 A I was aware that when I talked to</p> <p>14 Jobina that I was being subpoenaed to be -- to do</p> <p>15 a deposition.</p> <p>16 Q Were you aware you were also being</p> <p>17 subpoenaed to produce documents in connection with</p> <p>18 the deposition?</p> <p>19 A I was requested to bring any documents</p> <p>20 that I had in my possession.</p> <p>21 Q Okay. Did you search for documents?</p> <p>22 A I did.</p> <p>23 Q Okay. And did you find any?</p> <p>24 A I did not.</p>	<p style="text-align: right;">Page 33</p> <p>1 A Bachelor in business administration.</p> <p>2 Q Okay. And that was from James Madison?</p> <p>3 A Correct.</p> <p>4 Q Okay. And did you then go to work for</p> <p>5 Bristol-Myers Squibb?</p> <p>6 A I actually worked for a year and a half</p> <p>7 for my father.</p> <p>8 Q Okay. And what were you doing for him?</p> <p>9 A He owned a glass company, so I worked</p> <p>10 with him.</p> <p>11 Q Okay, fantastic. And then you worked</p> <p>12 for Bristol-Myers Squibb?</p> <p>13 A Correct. It was Bristol-Myers at the</p> <p>14 time, and then after the merger, Bristol-Myers</p> <p>15 Squibb.</p> <p>16 Q Got it. And that was as marketing</p> <p>17 director?</p> <p>18 A Well, I started as a sales</p> <p>19 representative and went through many different</p> <p>20 roles within the company, but I eventually became</p> <p>21 a marketing director.</p> <p>22 Q Can you just give me a brief overview of</p> <p>23 the roles that you had.</p> <p>24 A I was a sales representative, and then a</p>

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<p>1 hospital representative, and then I was a home 2 office trainer, and then a district manager, and 3 then a manager of promotion in the home office. 4 And then I was a product manager, and then a 5 director of one of the divisions. In marketing. 6 Q Did you sell or promote any opioids? 7 A No. 8 Q When you were product manager, what 9 products did you manage? 10 A It was a product called Duricef, which 11 was an antibiotic. 12 Q All right. And you said you were -- 13 ended as a director of a division within 14 marketing. Which division? 15 A The anti-infective division. 16 Q All right. As a home office trainer, 17 what were you providing training on? 18 A All the promoted products for the 19 division that I supported, which was the 20 anti-infective division. 21 Q Were you training on sales techniques, 22 disease state, all of the above? 23 A Product knowledge and sales skills. 24 Q Okay. Thank you.</p>	<p>1 employed from approximately April 1981 to about 2 May 1996; is that right? 3 A Yes. 4 Q Okay. You joined -- is it Eisai? 5 A Eisai. 6 Q Thank you. Eisai. Whew. All right. 7 You joined Eisai in around June 1996? 8 A Yes. 9 Q And you said as field sales director, 10 correct? 11 A I was -- started as a regional director 12 and -- 13 Q Thank you. 14 A -- then became a fields sales director. 15 Q And did you stay with Eisai till May 16 2003? 17 A Correct. 18 Q Did you sell -- sell or promote any 19 opioid products there? 20 A No. 21 Q Any controlled substances? 22 A No. 23 Q What kind of products were you selling 24 and promoting with Eisai?</p>
Page 35	Page 37
<p>1 Did you provide training on the legal or 2 regulatory constraints on sale and promotion of 3 pharmaceuticals? 4 A I did not, but we had a department that 5 did that. 6 Q Okay. And as a sales rep, you were out 7 calling on physicians? 8 A Correct. 9 Q What territory were you in, what area? 10 A Richmond, Virginia. 11 Q How long did you do that for? 12 A About a year. 13 Q Okay. And why did you leave 14 Bristol-Myers? 15 A I got an offer from another 16 pharmaceutical company. 17 Q And that was ESI? 18 A Correct. 19 Q And were you a field sales director 20 there? 21 A I was a regional director there. 22 Q Let me make sure I got the dates -- we 23 have some dates, let me make sure they're right. 24 My understanding is Bristol-Myers, you were</p>	<p>1 A We had a product for Alzheimer's 2 disease, and we had a product for GERD, the 3 stomach. 4 Q Okay. And then am I correct you joined 5 Endo in June 2003? 6 A Correct. 7 Q And what was your title when you joined 8 Endo? 9 A Director of specialty sales. 10 Q Let's make sure I have then the whole 11 sequence. 12 Did you -- were you promoted from 13 director of specialty sales directly to VP of 14 sales? 15 A Correct. 16 Q When were you promoted? 17 A June of 2007. 18 Q Were you the immediate successor to Ron 19 Wickline? 20 A Yes. 21 Q Thank you. And you stayed on as VP of 22 sales through September of 2013; is that right? 23 A Correct. 24 Q Okay. Who hired you at Endo?</p>

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<p style="text-align: right;">Page 38</p> <p>1 A Ron Wickline.</p> <p>2 Q Did you know Mr. Wickline before?</p> <p>3 A I did not.</p> <p>4 Q When you were hired as director of</p> <p>5 specialty sales, Mr. Wickline was then VP of</p> <p>6 sales, correct?</p> <p>7 A Correct.</p> <p>8 Q So you reported to him.</p> <p>9 A Yes.</p> <p>10 Q And do you know who he reported to, by</p> <p>11 title?</p> <p>12 A I believe at the time it was Peter</p> <p>13 Lankau, who was the, I think, executive</p> <p>14 vice president of sales and marketing.</p> <p>15 Q Okay. All right. And you said you were</p> <p>16 director of specialty sales. What was specialty</p> <p>17 sales?</p> <p>18 A Specialty sales was the division that</p> <p>19 called on specialists.</p> <p>20 Q As opposed to primary care physicians?</p> <p>21 A Primary -- correct.</p> <p>22 Q Were there particular specialties that</p> <p>23 Endo's sales force was calling on at that time</p> <p>24 when you joined?</p>	<p style="text-align: right;">Page 40</p> <p>1 A We went through a downsizing, and my</p> <p>2 position was eliminated.</p> <p>3 </p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22 MR. MORRIS: Objection to form.</p> <p>23 BY MS. SCULLION:</p> <p>24 Q Is that correct?</p>
<p style="text-align: right;">Page 39</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5 Q Okay. And we'll get into some more</p> <p>6 detail of that, but when you then became</p> <p>7 vice president of sales, I take it you then had</p> <p>8 responsibility for both the specialty and the --</p> <p>9 is it called pharma --</p> <p>10 A Yes.</p> <p>11 Q -- side of the sales?</p> <p>12 A Correct.</p> <p>13 Q And pharma would have been handling the</p> <p>14 primary care physicians, correct?</p> <p>15 A Correct.</p> <p>16 Q All right. When you were promoted in</p> <p>17 June of 2007, who gave you that promotion?</p> <p>18 A David -- I reported to David Kerr at</p> <p>19 that time.</p> <p>20 Q And he was senior vice president for</p> <p>21 commercial?</p> <p>22 A Commercial, mm-hmm.</p> <p>23 Q Okay. And why did you leave Endo in</p> <p>24 September 2013?</p>	<p style="text-align: right;">Page 41</p> <p>1 A Correct.</p> <p>2 Q Okay. Thanks.</p> <p>3 And then after the downsizing, did you</p> <p>4 join inVentiv Health?</p> <p>5 A I did.</p> <p>6 Q And health -- sorry. Thank you.</p> <p>7 And that was September 2013?</p> <p>8 A Yes.</p> <p>9 Q And did you stay with inVentiv until May</p> <p>10 2014?</p> <p>11 A No, I stayed with them until September</p> <p>12 of 2018. They actually merged --</p> <p>13 Q To Syneos?</p> <p>14 A Yes.</p> <p>15 Q Yeah. Thank you.</p> <p>16 Okay. What was your title -- when you</p> <p>17 first joined inVentiv Health, were you VP of sales</p> <p>18 and sales support?</p> <p>19 A Yes.</p> <p>20 Q Okay. Did you then become senior vice</p> <p>21 president of sales?</p> <p>22 A Yes.</p> <p>23 Q And that was in June 2014?</p> <p>24 A Yes.</p>

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<p>1 Q Okay. And you said you stayed with --</p> <p>2 and that was when it became Syneos in 2014; is</p> <p>3 that right?</p> <p>4 A I actually -- I think it was later than</p> <p>5 that. I don't know the specific date.</p> <p>6 Q But at some point in Ventiv became</p> <p>7 Syneos.</p> <p>8 A Syneos.</p> <p>9 Q All right. And you stayed with then</p> <p>10 Syneos through September 2018?</p> <p>11 A Correct.</p> <p>12 Q And why did you leave Syneos?</p> <p>13 A We also went through a downsizing --</p> <p>14 Q Okay.</p> <p>15 A -- and my position was eliminated.</p> <p>16 Q Do you know what caused that downsizing?</p> <p>17 A Syneos is a consulting type company, and</p> <p>18 we had lost some clients.</p> <p>19 Q Were there particular major clients that</p> <p>20 were lost?</p> <p>21 A In my division, in my group, I didn't</p> <p>22 lose any major clients, but the company in</p> <p>23 general, so they restructured.</p> <p>24 Q Okay. And have you been employed since</p>	<p>1 Q And that was just in the work context?</p> <p>2 A Mm-hmm.</p> <p>3 Q I apologize, we're going to need to say</p> <p>4 "yes" and "no."</p> <p>5 A Yes. Yes.</p> <p>6 Q It's not easy to remember.</p> <p>7 MR. MORRIS: You've been doing great so</p> <p>8 far, but good -- good reminder.</p> <p>9 MS. SCULLION: Yeah.</p> <p>10 BY MS. SCULLION:</p> <p>11 Q Linda Kitlinski?</p> <p>12 A No.</p> <p>13 Q Okay. Neil Shusterman?</p> <p>14 A No.</p> <p>15 Q Okay. Brian Lortie?</p> <p>16 A No.</p> <p>17 Q Okay.</p> <p>18 A I -- I have seen Brian Lortie since --</p> <p>19 actually, in a restaurant one time, but I have not</p> <p>20 kept in contact with him.</p> <p>21 Q Have you kept in contact with any sales</p> <p>22 reps from Endo?</p> <p>23 A None that I can recall.</p> <p>24 Q And just to make sure, with Mr. Jackson,</p>
Page 43	Page 45
<p>1 leaving Syneos?</p> <p>2 A I have not.</p> <p>3 Q Okay. Since you left Endo, have you</p> <p>4 kept in touch with any of your former Endo</p> <p>5 colleagues?</p> <p>6 A Several.</p> <p>7 Q Which ones?</p> <p>8 A Kevin O'Brien, Ron Jackson, and Janett</p> <p>9 Mendez DeTore.</p> <p>10 Q Any others?</p> <p>11 A No, not really.</p> <p>12 Q Ron Wickline?</p> <p>13 A No.</p> <p>14 Q David Kerr?</p> <p>15 A No.</p> <p>16 Q Demir Bingol?</p> <p>17 A No.</p> <p>18 Q Kristin Vitanza?</p> <p>19 A No -- I actually saw Kristin. She</p> <p>20 worked for a company that I did some work for when</p> <p>21 I was at Syneos.</p> <p>22 Q Okay.</p> <p>23 A But I just saw her one time in a</p> <p>24 meeting.</p>	<p>1 have you ever discussed this litigation with</p> <p>2 Mr. Jackson?</p> <p>3 A No.</p> <p>4 Q Have you since leaving Endo discussed</p> <p>5 with any of the folks you mentioned, Mr. O'Brien,</p> <p>6 Mr. Jackson, Ms. DeTore -- or Mendez-DeTore,</p> <p>7 Endo's sale or promotion of opioids?</p> <p>8 A No.</p> <p>9 MS. SCULLION: Let me get the</p> <p>10 demonstrative. We're going to mark.</p> <p>11 So we have two demonstratives we plan to</p> <p>12 use today. I was thinking about marking those</p> <p>13 separately than just regular exhibits as DX, or do</p> <p>14 you have a preference?</p> <p>15 MR. MORRIS: Well, let's mark them -- I</p> <p>16 think just mark them as exhibits.</p> <p>17 MS. SCULLION: Just mark them as</p> <p>18 exhibits. All right. So this will be Exhibit 4.</p> <p>19 Sorry about that.</p> <p>20 (Romaine Exhibit No. 4 was marked</p> <p>21 for identification.)</p> <p>22 BY MS. SCULLION:</p> <p>23 Q So, Mr. Romaine, I'm handing you what</p> <p>24 has been marked as Exhibit No. 4, and this is just</p>

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<p style="text-align: right;">Page 46</p> <p>1 a timeline that we thought would be helpful for 2 orientation throughout the day about certain 3 events. 4 A Okay. 5 Q I'll present to you we have put at the 6 bottom of the -- of Exhibit 4 in footnotes 7 citations to documents from where we're getting 8 these dates for various events. If at any point 9 you believe any of these dates are actually wrong, 10 please let me know, but they really are just -- 11 just for orientation purposes today. 12 A Okay. 13 Q Because it has been I think some years, 14 and these -- this spans some years, and I think it 15 will be helpful. 16 MR. MORRIS: And I'll just insert an 17 objection noting that, you know, foundation. 18 Whether he knows whether dates are wrong, he may 19 not know any of that too. But you asked him to 20 note if the dates are wrong, he may not even know. 21 So... 22 BY MS. SCULLION: 23 Q I certainly only want you to speak today 24 on things you actually know.</p>	<p style="text-align: right;">Page 48</p> <p>1 Is that okay? 2 A Yes. 3 MR. MORRIS: And I'm going to object 4 on -- to form, legal conclusion, and lack of 5 foundation. He may or may not know the details of 6 any of those companies. 7 BY MS. SCULLION: 8 Q I'm just -- I'm just -- I'm not asking 9 you to sort of separate out Endo and any Endo 10 subsidiaries that may have come in while you were 11 employed with them. If they're under Endo, I'm 12 just calling it all Endo. 13 A Okay. 14 Q If you have any questions about that 15 along the way, if you want to be clear about 16 whether I'm talking about one entity or a 17 subsidiary, please let me know. 18 A Okay. 19 Q Okay. Thanks. 20 MR. MORRIS: I'll still object to form, 21 foundation, legal conclusion. 22 BY MS. SCULLION: 23 Q So, Mr. Romaine, just to make sure we're 24 all on the same page, do you recall Endo was</p>
<p style="text-align: right;">Page 47</p> <p>1 A Okay. 2 Q Before you get into the timeline, we've 3 been talking today about -- or I've been using the 4 term "Endo." I just want to be clear when I'm 5 using the term "Endo," I'm talking about both the 6 defendants in this action, which are Endo 7 Pharmaceuticals, Inc. -- I believe that was -- 8 that was your employer, correct? 9 A Correct. 10 Q Okay. That's on the separation 11 agreement we looked at. 12 -- as well as Endo Health Solutions, 13 Inc. I'm going to just call them both together 14 Endo. 15 And Endo Health Solutions, Inc., I 16 think, used to be called Endo Pharmaceuticals 17 Holdings, Inc., was the former name. That also is 18 included when I say "Endo." 19 A Okay. 20 Q And if -- if there were any companies 21 that were acquired, brought in as operating 22 companies, subsidiaries of Endo, those are 23 going -- those are included within the term "Endo" 24 when I use that.</p>	<p style="text-align: right;">Page 49</p> <p>1 founded in 1997; is that correct? 2 MR. MORRIS: Objection to form. 3 THE WITNESS: I think so. 4 BY MS. SCULLION: 5 Q Okay. Do you remember Carol Emon -- 6 Ammon and some others had acquired a portfolio of 7 products from DuPont Merck when they formed Endo? 8 A Yes. 9 Q Okay. And -- and those products 10 included Percocet, correct? 11 A Correct. 12 Q Those products also included something 13 called Numorphan, correct? 14 MR. MORRIS: Objection to form and 15 foundation. 16 THE WITNESS: I'm not familiar with 17 Numorphan. 18 BY MS. SCULLION: 19 Q Okay. But do you -- do you recall that 20 the Endo name itself though went back to like the 21 1920s and had quite a history? 22 MR. MORRIS: Objection. Form, 23 foundation, legal conclusion. 24 THE WITNESS: I wasn't -- I didn't have</p>

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<p style="text-align: right;">Page 50</p> <p>1 the knowledge of that.</p> <p>2 BY MS. SCULLION:</p> <p>3 Q Okay. Do you recall that Percocet</p> <p>4 itself was introduced in 1976?</p> <p>5 A I--</p> <p>6 MR. MORRIS: Objection. Form and</p> <p>7 foundation.</p> <p>8 THE WITNESS: I don't know the date of</p> <p>9 that.</p> <p>10 MS. SCULLION: Okay. Just one second.</p> <p>11 (Counsel conferring.)</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Percocet was a product that you sold</p> <p>14 when you were with Endo?</p> <p>15 A They were phasing it out as I was coming</p> <p>16 in.</p> <p>17 Q But it was sold while -- while you were</p> <p>18 with Endo, correct?</p> <p>19 A By our sales force.</p> <p>20 Q Okay. And do you recall that's a</p> <p>21 product that was oxycodone and APAP?</p> <p>22 A Yes.</p> <p>23 Q Okay. And oxycodone, that's a class 2</p> <p>24 narcotic, correct?</p>	<p style="text-align: right;">Page 52</p> <p>1 the day is we're going to try and have these "E"</p> <p>2 numbers on the documents so it's a little bit</p> <p>3 easier to follow through than the lengthy numbers</p> <p>4 at the bottom, but just to give you some</p> <p>5 orientation.</p> <p>6 </p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 51</p> <p>1 A Yes.</p> <p>2 Q All right. And it's the same narcotic</p> <p>3 that's in OxyContin?</p> <p>4 A I-- yes.</p> <p>5 Q Okay.</p> <p>6 MS. SCULLION: Can we mark this as the</p> <p>7 next exhibit.</p> <p>8 (Romaine Exhibit No. 5 was marked</p> <p>9 for identification.)</p> <p>10 MS. SCULLION: No, I marked my copy.</p> <p>11 Thanks.</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Let me hand you what's been marked as</p> <p>14 Exhibit No. 5. And this is Bates-stamped</p> <p>15 ENDO-CHI_LIT-00151712.</p> <p>16 Mr. Romaine, before we look through the</p> <p>17 document, I just want to orient you a little bit</p> <p>18 to one of the things we tried to do here.</p> <p>19 If you look in the upper right-hand</p> <p>20 corner of the document, you see it says E1186.1?</p> <p>21 A I'm sorry. Can --</p> <p>22 Q The top right.</p> <p>23 A Oh, yes. I'm sorry.</p> <p>24 Q Yeah. So what we try to do throughout</p>	<p style="text-align: right;">Page 53</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

14 (Pages 50 to 53)

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<p style="text-align: right;">Page 54</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 56</p> <p>1 wasn't promoting it for the sales force, was still</p> <p>2 selling Percocet in 2013?</p> <p>3 A I'm assuming other areas or functions in</p> <p>4 the company had responsibility for that. I did</p> <p>5 not. So I was taken away from that.</p> <p>6 Q Okay. But from time to time did you see</p> <p>7 reports that would show they were still selling</p> <p>8 Percocet in 2013, sales numbers?</p> <p>9 A I never -- I don't recall. I don't</p> <p>10 recall seeing reports.</p> <p>11 Q Okay. If you go back to Exhibit No. 4,</p> <p>12 the little timeline. Now, you joined in</p> <p>13 June 20 -- 2013 -- no, sorry, June 2003.</p> <p>14 A Correct.</p> <p>15 Q And do you recall, though, that Endo had</p> <p>16 launched some various strengths and variants on</p> <p>17 Percocet over the years? So on this timeline,</p> <p>18 January of 2003, there was a launch of a couple of</p> <p>19 variants, 7.5/500, 10/650, 2.5/325, and then in</p> <p>20 January of 2002, there is a launch of the 7.5/325</p> <p>21 and the 10/325.</p> <p>22 Do you recall that?</p> <p>23 MR. MORRIS: Objection. Form and</p> <p>24 foundation.</p>
<p style="text-align: right;">Page 55</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 Q Okay. All right. So put this aside for</p> <p>14 a moment.</p> <p>15 When you joined Endo in 2003, the</p> <p>16 specialty sales force was at that point detailing</p> <p>17 on Percocet, right?</p> <p>18 A Yes.</p> <p>19 Q Okay. And when you left Endo in 2013,</p> <p>20 Endo as a company was still selling Percocet,</p> <p>21 correct?</p> <p>22 A I wasn't involved in that. I don't -- I</p> <p>23 don't know.</p> <p>24 Q Are you aware that Endo, even if it</p>	<p style="text-align: right;">Page 57</p> <p>1 THE WITNESS: I don't recall.</p> <p>2 BY MS. SCULLION:</p> <p>3 Q Okay. And then in January of 2004, do</p> <p>4 you recall that Endo had a relaunch of the 2.5/325</p> <p>5 strength?</p> <p>6 A Yes.</p> <p>7 Q All right. That was something that you</p> <p>8 were involved in?</p> <p>9 A Yes.</p> <p>10 Q All right. And then next on the</p> <p>11 timeline, you see "June 2005, Launch of generic</p> <p>12 oxycodone." Do you recall that Endo for a period</p> <p>13 did sell generic oxycodone?</p> <p>14 A I -- I don't recall that.</p> <p>15 Q Do you recall one way or the other?</p> <p>16 A No.</p> <p>17 Q Okay. And then next is June 2006, the</p> <p>18 approval of Opana ER/IR. Do you recall that?</p> <p>19 A Yes.</p> <p>20 Q Okay. And then in December 2011, there</p> <p>21 was approval for a reformulated version of -- of</p> <p>22 Opana ER, correct?</p> <p>23 A Correct.</p> <p>24 Q All right. And do you recall that in</p>

15 (Pages 54 to 57)

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<p style="text-align: right;">Page 58</p> <p>1 February of 2012, there was discontinuation of the 2 original version of Opana ER? 3 MR. MORRIS: Objection to form. 4 So my -- I have an objection to form and 5 foundation, but if you can answer the -- if you 6 can answer the question, you can. 7 THE WITNESS: Oh, I didn't hear the 8 question. I'm sorry. 9 BY MS. SCULLION: 10 Q So I apologize. Let me try a new 11 question. It may be easier. 12 So there was approval for reformulated 13 Opana ER in December of 2011. 14 A Yes. 15 Q Do you recall then after that in 2012, 16 the original version of Opana ER was discontinued, 17 and then approximately April 2012 there was the 18 actual commercial launch of the reformulated 19 version? 20 A Yes. 21 Q Okay. And I think you explained that 22 then in 2013, Opana ER faced generic competition 23 for -- from a generic version of oxymorphone, 24 correct?</p>	<p style="text-align: right;">Page 60</p> <p>1 never kicked in. 2 MS. SCULLION: There are more coming. 3 That happens these days. 4 BY MS. SCULLION: 5 Q And do you recall that the -- that the 6 IV and suppository preparations of oxymorphone had 7 at one point been branded as Numorphan? 8 A I don't recall that. 9 Q Don't remember the name at all for 10 Numorphan? 11 A No. 12 Q Okay. Are you aware, though, that the 13 IV and suppository forms of oxymorphone had been 14 sold by Endo prior to the June 2006 approval of 15 Opana ER and IR? 16 MR. MORRIS: Objection. Form and 17 foundation -- 18 THE WITNESS: I don't recall that. 19 MR. MORRIS: -- legal conclusion. 20 Just as a reminder, you've been doing 21 great, but not speaking over also includes my 22 objections. It's hard for the court reporter. So 23 we apologize. Question, if I object, then go 24 ahead with your answer.</p>
<p style="text-align: right;">Page 59</p> <p>1 A Correct. 2 Q As VP of sales, were you aware that Endo 3 was also selling not only Opana in tablet oral 4 form but also in IV and suppository forms? 5 A Yes. 6 Q Okay. And those were also oxymorphone 7 preparations, correct? 8 A Correct. That was outside of my scope 9 of responsibility, though. 10 Q But you were aware those were being 11 sold. 12 A I was aware that there was -- 13 Q In fact, there -- there was some effort 14 to have a continuum of care between the forms 15 used in the hospital setting and -- and after 16 hospital? 17 MR. MORRIS: Objection. Foundation. 18 THE WITNESS: I don't recall that. 19 BY MS. SCULLION: 20 Q Okay. 21 A I didn't have hospital responsibility. 22 Q Okay. All right. "Outpatient" was the 23 word I was looking for and lost. Thank you. 24 MR. MORRIS: Noted for the record. It</p>	<p style="text-align: right;">Page 61</p> <p>1 THE WITNESS: Okay. 2 MR. MORRIS: You're doing great, though. 3 THE WITNESS: Sorry. 4 MR. MORRIS: No, that's okay. You're 5 doing great. This is a totally unnatural 6 environment. 7 BY MS. SCULLION: 8 Q So we spoke a little bit about the 9 concept of controlled substances. Let's make sure 10 that we're on the same page. 11 You understand that opioids are a 12 controlled substance? 13 A Yes. 14 Q And they are classified as a class 2 15 narcotic? 16 A Yes. 17 Q All right. And is it fair to say 18 class 2 narcotics are not regulated the same as 19 other prescription medications, correct? 20 A I -- I believe so. 21 Q Okay. They're tightly controlled due to 22 the known inherent risks of those products? 23 A Right, with a black box warning. 24 Q Okay. What are some of the risks that</p>

16 (Pages 58 to 61)

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<p style="text-align: right;">Page 62</p> <p>1 you understand are inherent in prescription 2 opioids? 3 A I think if they're taken inappropriately 4 or prescribed inappropriately, based on the black 5 box warning, there is risk for addiction. 6 Q So the risk for addiction, your 7 understanding, is only if they're taken 8 inappropriately? 9 A It -- there's a black box warning, so, 10 you know, patients have to be aware. 11 Q Just to make sure I understand, though, 12 is there a risk of addiction if they are taken 13 inappropriately? 14 A There's risk for addiction when you're 15 taking those. So physicians have to warn 16 patients, and patients have to be aware of that. 17 Does that answer your question? 18 Q I guess the question is, are those 19 risks -- those risks exist only when the product 20 is being taken inappropriately? 21 MR. MORRIS: Objection. Form, 22 foundation. 23 BY MS. SCULLION: 24 Q I'm just trying -- and you said --</p>	<p style="text-align: right;">Page 64</p> <p>1 indicated. 2 Q Does diversion also include phony 3 prescriptions, for example? 4 A Yes. 5 Q What other channels of diversion did you 6 become aware of with respect to prescription 7 opioids? 8 MR. MORRIS: Objection. Form. 9 THE WITNESS: I don't recall. 10 BY MS. SCULLION: 11 Q Internet pharmacies? 12 A I wasn't aware of internet pharmacies. 13 Q Okay. You weren't aware that there was 14 a widespread problem of internet pharmacies 15 selling prescription opioids? 16 A I don't recall that. 17 Q Okay. How about just plain theft of 18 opioids from a relative's medicine cabinet? 19 A Yes. 20 Q That was a problem? 21 MR. MORRIS: Objection to form. 22 THE WITNESS: Obviously it could be a 23 problem. 24 BY MS. SCULLION:</p>
<p style="text-align: right;">Page 63</p> <p>1 that's how you initially phrased it. I'm just 2 making sure I understand. 3 A Yeah, the risks -- the risk exists, and 4 patients and physicians have to be aware of that. 5 Q Okay. Do those risks exist if the 6 product is being taken appropriately? 7 A The risk is at any time. Hence, the 8 black box warning. 9 Q Okay. Are there other risks associated 10 with prescription opioids? 11 MR. MORRIS: Objection. Foundation. 12 THE WITNESS: I don't -- I don't recall. 13 BY MS. SCULLION: 14 Q Do you recall there's risks of abuse? 15 A I think based on the black box warning 16 that there is -- there is abusive potential. 17 Q Okay. A risk of misuse? 18 A Risk of misuse. 19 Q Risk of diversion? 20 A Risk of diversion. 21 Q What do you understand "diversion" to 22 mean? 23 A Being prescribed inappropriately or 24 taken when you're not -- it's not really</p>	<p style="text-align: right;">Page 65</p> <p>1 Q That was a problem you became aware did 2 occur from time to time? 3 A I -- I have heard of it in the news, 4 yes. 5 Q Okay. How about patients getting 6 multiple prescriptions for opioids and selling 7 their pills? 8 A I'm not -- I'm not specifically aware of 9 any of that. 10 Q Were you aware that that was an issue 11 that did occur, though, with prescription opioids? 12 A I've heard that in the news, yes. 13 Q Okay. You only heard it in the news? 14 A I -- I don't recall any other time. 15 Q As vice president of sales for Endo, you 16 were overseeing Endo's sale of Opana ER, correct? 17 A I was overseeing our sales organization. 18 Q Okay. And that included the sales 19 organization with respect to Opana ER, correct? 20 A Correct. 21 Q And they were also selling Opana IR, 22 correct? 23 A For a short period of time, yes. 24 Q Okay. And when you first joined Endo,</p>

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<p style="text-align: right;">Page 66</p> <p>1 I'm sorry, as director of specialty --</p> <p>2 A Specialty sales.</p> <p>3 Q -- specialty sales, you were overseeing</p> <p>4 the specialty sales -- sales force that was</p> <p>5 selling Percocet, at least for some time, correct?</p> <p>6 A Correct.</p> <p>7 Q And those are all prescription opioids,</p> <p>8 right?</p> <p>9 A Correct.</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 68</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 67</p> <p>1 A Mm-hmm.</p> <p>2 Q We're going to need you to say "yes" or</p> <p>3 "no."</p> <p>4 A Yes.</p> <p>5 Q Thank you.</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 69</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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13 Q All right. What's your understanding of
14 what a pill mill is?
15 A My understanding of a pill mill is that
16 it's a -- it's a -- it was physicians' offices
17 that were prescribing but maybe didn't have a
18 brick and mortar office, and they were just
19 prescribing for patients who were looking for
20 opioids.
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6 Q Okay. And so -- and going back to our
7 discussion of the risks inherent in a prescription
8 opioid, was overdose a -- an inherent risk?
9 A I think it is a risk, and that was
10 included in the black -- issues in the black box
11 warning.
12 Q Okay. And the risks that are in the
13 black box and that we've talked about, addiction,
14 abuse, misuse, diversion, overdose, those are real
15 risks with prescription opioids, correct?
16 MR. MORRIS: Objection. Form.
17 THE WITNESS: Yes.
18 BY MS. SCULLION:
19 Q They're not some theoretical phobia,
20 anything like that; those are actual risks.
21 A Correct.
22 Q Okay. And you would agree that
23 companies that manufacture and sell and distribute
24 prescription opioids have obligations to -- to

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1 take reasonable steps to -- to address those
2 risks.
3 A Correct.
4 Q Okay. And so, for example, an
5 obligation to monitor for possible diversion.
6 A Yes.
7 MR. MORRIS: Objection to form.
8 BY MS. SCULLION:
9 Q And an ob- --
10 MR. MORRIS: Legal conclusion.
11 BY MS. SCULLION:
12 Q And an obligation to -- to report
13 suspected diversion.
14 MR. MORRIS: Objection to form, legal
15 conclusion, foundation.
16 THE WITNESS: Yes.
17 BY MS. SCULLION:
18 Q Okay. And an obligation to try to -- to
19 prevent potential diversion?
20 MR. MORRIS: Objection to form, legal
21 conclusion, foundation.
22 THE WITNESS: Yes.
23 BY MS. SCULLION:
24 Q And your counsel is raising an objection

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<p style="text-align: right;">Page 74</p> <p>1 to legal conclusion.</p> <p>2 I'm asking -- let me ask the same</p> <p>3 questions about an obligation to try to prevent</p> <p>4 diversion, monitor for diversion, report</p> <p>5 diversion. Even putting aside legal obligations,</p> <p>6 you would agree that a reasonably responsible</p> <p>7 corporation should be undertaking those -- those</p> <p>8 steps, correct?</p> <p>9 MR. MORRIS: Objection. Form,</p> <p>10 foundation, legal conclusion still.</p> <p>11 </p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 76</p> <p>1 10:23 a m., and we're back on the record.</p> <p>2 BY MS. SCULLION:</p> <p>3 Q Welcome back, Mr. Romaine. You</p> <p>4 understand that you're still under oath?</p> <p>5 A I do.</p> <p>6 Q Thank you.</p> <p>7 When you joined Endo in 2003, is it</p> <p>8 correct that Endo was in the process of revamping</p> <p>9 its -- its sales force?</p> <p>10 MR. MORRIS: Objection to form.</p> <p>11 THE WITNESS: I don't recall the</p> <p>12 specifics.</p> <p>13 BY MS. SCULLION:</p> <p>14 </p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 75</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10 MR. MORRIS: Objection. Form,</p> <p>11 foundation.</p> <p>12 THE WITNESS: I did not, because, again,</p> <p>13 it was out of my area of responsibility and</p> <p>14 expertise.</p> <p>15 MS. SCULLION: Okay. We've actually</p> <p>16 been going just about an hour. I was going to</p> <p>17 suggest we take a quick break and then come back.</p> <p>18 Is that okay?</p> <p>19 MR. MORRIS: Sure.</p> <p>20 THE WITNESS: Yes.</p> <p>21 THE VIDEOGRAPHER: The time is</p> <p>22 10:07 a m. We're going off the record.</p> <p>23 (Recess.)</p> <p>24 THE VIDEOGRAPHER: The time is</p>	<p style="text-align: right;">Page 77</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10 MS. SCULLION: Oh, that's Exhibit 5?</p> <p>11 Thank you very much.</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Can we look back at Exhibit 5.</p> <p>14 And if you will turn --</p> <p>15 A Let me double-check this it -- this --</p> <p>16 okay.</p> <p>17 </p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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22 (Pages 82 to 85)

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<p style="text-align: right;">Page 86</p> <p>1 Q If I use the term --</p> <p>2 A Yes.</p> <p>3 Q -- salespeople --</p> <p>4 A Yes.</p> <p>5 Q -- that means the same thing?</p> <p>6 A Yes.</p> <p>7 Q Okay. And the principal activity they</p> <p>8 engaged in was going out and calling on healthcare</p> <p>9 professionals in their territory, correct?</p> <p>10 A That's correct.</p> <p>11 Q And that's called detailing?</p> <p>12 A Yes.</p> <p>13 Q Okay. How many days a week were they</p> <p>14 out detailing on average?</p> <p>15 A It was --</p> <p>16 MR. MORRIS: Objection to form.</p> <p>17 THE WITNESS: The -- can you clarify,</p> <p>18 the sales representative?</p> <p>19 BY MS. SCULLION:</p> <p>20 Q Yes.</p> <p>21 A Five.</p> <p>22 Q And they're generally trying to see</p> <p>23 around eight to ten healthcare providers a day?</p> <p>24 A Usually around six.</p>	<p style="text-align: right;">Page 88</p> <p>1 A That's correct.</p> <p>2 Q The nurses?</p> <p>3 A Yes.</p> <p>4 Q Physicians assistants?</p> <p>5 A Yes.</p> <p>6 Q They're expected to sort of get to know</p> <p>7 the entire office, correct?</p> <p>8 A They had -- yeah, they built a</p> <p>9 relationship with the office, yes.</p> <p>10 Q Okay. What was the value of building a</p> <p>11 relationship for a salesperson?</p> <p>12 MR. MORRIS: Objection. Form.</p> <p>13 THE WITNESS: To enhance their</p> <p>14 relationship in the overall office.</p> <p>15 BY MS. SCULLION:</p> <p>16 Q And why was that important for a</p> <p>17 salesperson?</p> <p>18 A It's a trusting relationship that</p> <p>19 they -- they created and built.</p> <p>20 Q Okay. And they're building that</p> <p>21 trusting relationship with -- again, with the</p> <p>22 staff of the -- of the office?</p> <p>23 A The entire office, yes.</p> <p>24 Q Including the -- the physicians.</p>
<p style="text-align: right;">Page 87</p> <p>1 Q Okay. Sometimes more, sometimes less?</p> <p>2 A Mm-hmm.</p> <p>3 Q I need you to say "yes" or "no."</p> <p>4 A Yes. I'm sorry.</p> <p>5 Q Thank you.</p> <p>6 And when we talk about a detailing, can</p> <p>7 you describe what detailing would entail, what it</p> <p>8 would look like?</p> <p>9 A A representative would go in for a sales</p> <p>10 presentation to a physician and they would give</p> <p>11 full prescribing information. So there may be</p> <p>12 several products that they're talking to that</p> <p>13 individual physician about, so they would go</p> <p>14 through their -- their sales presentation and</p> <p>15 they would have materials that would guide them,</p> <p>16 that were marketing pieces that they would use to</p> <p>17 guide them. And then they would talk about the</p> <p>18 benefits the product might have for a particular</p> <p>19 patient or the dosing of that particular product</p> <p>20 and -- and the side effects that could potentially</p> <p>21 happen with a product like that.</p> <p>22 Q Okay. When a salesperson is going to --</p> <p>23 to detail, they're also talking to the office</p> <p>24 staff?</p>	<p style="text-align: right;">Page 89</p> <p>1 A Yes.</p> <p>2 Q Okay. Were they -- I think you</p> <p>3 mentioned they're using marketing materials, so</p> <p>4 those would include, for example, what, brochures?</p> <p>5 A Brochures.</p> <p>6 Q Dosing guides?</p> <p>7 A Yes.</p> <p>8 Q It could include reprints of articles --</p> <p>9 of studies?</p> <p>10 A That were approved for use.</p> <p>11 Q Correct. Okay.</p> <p>12 I think also we talked about they can</p> <p>13 include premiums like pens, lanyards, things that</p> <p>14 just have the brand name on them, correct?</p> <p>15 MR. MORRIS: Objection to form.</p> <p>16 THE WITNESS: Yes, but those were phased</p> <p>17 out based on pharma guidelines.</p> <p>18 BY MS. SCULLION:</p> <p>19 Q Can you explain what you mean by that?</p> <p>20 A Pharma guidelines changed where you</p> <p>21 couldn't use promotional -- we called it</p> <p>22 tchotchkes in -- in the industry. So they only</p> <p>23 used promotional pieces with information about the</p> <p>24 product.</p>





23 (Pages 86 to 89)

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<p style="text-align: right;">Page 90</p> <p>1 Q Okay. And the promotional pieces</p> <p>2 would -- would include, for example, as we said,</p> <p>3 sort of the dosing guides, correct?</p> <p>4 A Correct.</p> <p>5 Q Approved reprints?</p> <p>6 A Correct.</p> <p>7 Q Okay. And you said that sales reps</p> <p>8 would talk to the physicians, correct?</p> <p>9 A Correct.</p> <p>10 Q And they're trying to persuade the</p> <p>11 physician about why this product may be</p> <p>12 appropriate for certain patients, correct?</p> <p>13 MR. MORRIS: Objection to form.</p> <p>14 THE WITNESS: I don't know if I would</p> <p>15 use the word "persuade." I think they're -- they</p> <p>16 built a trusting relationship, and they're</p> <p>17 educating and providing resources as far as what</p> <p>18 the product can and can't do.</p> <p>19 BY MS. SCULLION:</p> <p>20 Q Okay. Sometimes they would also have</p> <p>21 lunch with the -- the office staff, correct?</p> <p>22 A That's correct.</p> <p>23 Q Would they have lunch with the</p> <p>24 physician?</p>	<p style="text-align: right;">Page 92</p> <p>1 It could be a lot less than 5 minutes</p> <p>2 sometimes?</p> <p>3 A At times it could be less than</p> <p>4 5 minutes.</p> <p>5 Q Okay. As you said, sometimes they --</p> <p>6 they would have lunch, and those presumably would</p> <p>7 be a little bit longer?</p> <p>8 A Correct.</p> <p>9 Q Okay. And were representatives,</p> <p>10 salespeople also going out and visiting</p> <p>11 pharmacies?</p> <p>12 A Throughout the course of my tenure at</p> <p>13 Endo, there were times that we did call on</p> <p>14 pharmacies and there were times when we did not.</p> <p>15 Q So you said "call on pharmacies." When</p> <p>16 did representatives call on pharmacies?</p> <p>17 A From -- just to clarify, from like what</p> <p>18 years did they call on pharmacies?</p> <p>19 Q Yes.</p> <p>20 A I don't recall specifics there. I do</p> <p>21 remember towards the end we didn't call on</p> <p>22 pharmacies.</p> <p>23 Q Okay. And when you say "call on</p> <p>24 pharmacies," what do you mean by "call on</p>
<p style="text-align: right;">Page 91</p> <p>1 A Yes.</p> <p>2 Q Might be showing a promotional video on</p> <p>3 a portable CD player, for example?</p> <p>4 A Correct.</p> <p>5 Q All right. And on average, how much</p> <p>6 time would a salesperson have with a physician to</p> <p>7 be presenting information about a product?</p> <p>8 MR. MORRIS: Objection to form and</p> <p>9 foundation.</p> <p>10 THE WITNESS: Just to clarify, for --</p> <p>11 for a lunch are you speaking of?</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Actually, let me put aside -- putting</p> <p>14 aside lunches, if they're just coming in and just</p> <p>15 speaking --</p> <p>16 A Okay.</p> <p>17 Q -- on average, how much time are they</p> <p>18 getting?</p> <p>19 A They're independent. Could be 5</p> <p>20 minutes, it could be 15 minutes.</p> <p>21 Q Okay. But that -- that would -- in your</p> <p>22 experience, that would be sort of the --</p> <p>23 A The window.</p> <p>24 Q -- the window. Okay.</p>	<p style="text-align: right;">Page 93</p> <p>1 pharmacies"?</p> <p>2 A Typically we would stop in and just say</p> <p>3 that you're in this area, you're calling on</p> <p>4 several physicians in this area, and what products</p> <p>5 you're actually promoting to see if they had any</p> <p>6 questions.</p> <p>7 Q Okay. Would the representatives be</p> <p>8 expected to also check in on whether their</p> <p>9 products -- sorry, the products that they were</p> <p>10 promoting with Endo were being stocked by the</p> <p>11 pharmacies?</p> <p>12 A They could potentially ask that</p> <p>13 question.</p> <p>14 Q Okay.</p> <p>15 A Most of the time they would know.</p> <p>16 Q Most of the time, I say --</p> <p>17 A They would know if they --</p> <p>18 Q -- they would already know?</p> <p>19 A Yeah.</p> <p>20 Q Okay. They were expected to know that?</p> <p>21 MR. MORRIS: Objection to form.</p> <p>22 THE WITNESS: I don't -- I wouldn't say</p> <p>23 they were expected to know that, but -- but they</p> <p>24 did know it.</p>

24 (Pages 90 to 93)

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<p>Page 94</p> <p>1 BY MS. SCULLION:</p> <p>2 Q They generally did know.</p> <p>3 A Yeah.</p> <p>4 Q Okay. All right.</p> <p>5 MS. SCULLION: Can we have E842, please.</p> <p>6 (Romaine Exhibit No. 6 was marked</p> <p>7 for identification.)</p> <p>8 BY MS. SCULLION:</p> <p>9 Q I hand you what's been marked as</p> <p>10 Exhibit No. 6, and it's Bates-stamped ENDO_OPIOID_</p> <p>11 MDL-02489842.</p> <p>12 And, Mr. Romaine, again, to make it a</p> <p>13 little bit easier, especially with a document like</p> <p>14 this, in the top corner we've put these "E"</p> <p>15 numbers. This says E0842.1 on the front page.</p> <p>16 A Okay.</p> <p>17 Q And if you see, the "E" numbers continue</p> <p>18 in the upper right-hand corners of the PowerPoint</p> <p>19 presentation.</p> <p>20 Mr. Romaine, do you recognize Exhibit 6,</p> <p>21 the PowerPoint attached?</p> <p>22 A I do not.</p> <p>23 Q Okay. Do you see that this is -- on the</p> <p>24 </p>	<p>Page 96</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p>Page 95</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16 MR. MORRIS: Objection to form and</p> <p>17 foundation.</p> <p>18 BY MS. SCULLION:</p> <p>19 Q You can look through it.</p> <p>20 A I need to look it over, yeah. (Peruses</p> <p>21 document.) I'm sorry.</p> <p>22 Q Have you had a chance to look through</p> <p>23 the document?</p> <p>24 A Yes.</p>	<p>Page 97</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p>Page 99</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 101</p> <p>1 MS. SCULLION: Well, let's get E1203 and</p> <p>2 the demonstrative that goes along with that.</p> <p>3 Let's mark the demonstrative first and</p> <p>4 then the other.</p> <p>5 (Romaine Exhibit Nos. 7 and 8 were</p> <p>6 marked for identification.)</p> <p>7 BY MS. SCULLION:</p> <p>8 Q Mr. Romaine, I'm going to hand you</p> <p>9 what's marked as Exhibits 7 and 8.</p> <p>10 A Thank you.</p> <p>11 Q And Exhibit 7 is a demonstrative we put</p> <p>12 together, which is a transcription of what is in</p> <p>13 Exhibit 8, which is a voicemail recording produced</p> <p>14 to us.</p> <p>15 And, Mr. Romaine, what I was going to</p> <p>16 suggest is if you read along -- along in Exhibit 7</p> <p>17 while we play Exhibit 8.</p> <p>18 A Okay.</p> <p>19 MS. SCULLION: Can we play Exhibit 8.</p> <p>20 (Exhibit No. 8 played:)</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 103</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 105</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 107</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 109</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 110</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 112</p> <p>1 Q Thank you. I handed you the right one.</p> <p>2 So Exhibit 9, for folks on the phone, is</p> <p>3 ENDO-CHI_LIT-00473817, and we marked it E396, and</p> <p>4 Exhibit 10 is Bates-stamped ENDO-OPIOID_</p> <p>5 MDL-05654763, and we've marked it as E247.</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 MR. MORRIS: Objection to form and</p> <p>16 foundation.</p> <p>17 THE WITNESS: I'm just taking a moment</p> <p>18 to --</p> <p>19 BY MS. SCULLION:</p> <p>20 Q Yeah, please.</p> <p>21 A -- to review the document.</p> <p>22 (Peruses document.)</p> <p>23 Q So, Mr. Romaine --</p> <p>24 A I'm sorry, I don't remember your</p>
<p style="text-align: right;">Page 111</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 MS. SCULLION: Can I have 1202?</p> <p>7 I'm sorry, you know what, actually you</p> <p>8 can hold it. We can hold it.</p> <p>9 BY MS. SCULLION:</p> <p>10 Q So we looked at the sales skills</p> <p>11 training, one example of sales skill training.</p> <p>12 That was the ENDOSell, Engender Thinking</p> <p>13 PowerPoint?</p> <p>14 A Yes.</p> <p>15 MS. SCULLION: Okay. Can we look at 396</p> <p>16 and 247. Thank you.</p> <p>17 (Romaine Exhibit Nos. 9 and 10</p> <p>18 were marked for identification.)</p> <p>19 BY MS. SCULLION:</p> <p>20 Q I hand you what's been marked as</p> <p>21 Exhibits 3 -- oh, sorry -- 9 and 10. And is it --</p> <p>22 9 is -- is that -- is that what you have your hand</p> <p>23 on, 9?</p> <p>24 A This is -- yes, this is 9.</p>	<p style="text-align: right;">Page 113</p> <p>1 question.</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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18 Q Okay. Mr. Romaine, in addition to
19 training -- and we've talked about some training
20 on sales skills, training on risks associated
21 with -- with prescription opioids -- sales
22 representatives were also provided with various
23 sales tools, correct?
24 A Yes.

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23 [REDACTED]
24 [REDACTED]

Page 117

1 Q Those could be, for example, master
2 visual aids.
3 A Yes.
4 Q Correct?
5 All right. Sell sheets?
6 A Yes.
7 Q Slim jims?
8 A Yes.
9 Q Approved reprints, we talked about.
10 A Yes.
11 Q Right?
12 Dosing guides?
13 A Yes.
14 Q Conversion guides with respect to
15 opioids?
16 A Yes.
17 Q Okay. And we talked about videos,
18 correct?
19 A Mm-hmm. Yes.
20 [REDACTED]
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<p>Page 118</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 120</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 119</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 121</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>





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<p>Page 122</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 124</p> <p>1 A Thank you.</p> <p>2 Q And it is Bates-stamped ENDO_OPIOID_</p> <p>3 MDL-02167 -- I'm sorry, 6273, and there's a number</p> <p>4 cut off.</p> <p>5 MS. SCULLION: Do you have the last</p> <p>6 digit?</p> <p>7 MR. MORRIS: It's 1.</p> <p>8 MS. SCULLION: Thank you.</p> <p>9 BY MS. SCULLION:</p> <p>10 Q So 2162731.</p> <p>11 All right. And in the top right-hand</p> <p>12 corner, again we have the E numbers. This is</p> <p>13 E1249. It starts at 1249.1.</p> <p>14 So, Mr. Romaine, at the top of the first</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 123</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 MS. SCULLION: So let's mark the --</p> <p>18 1249, please.</p> <p>19 And this is 11, right? Thank you.</p> <p>20 (Romaine Exhibit No. 11 was marked</p> <p>21 for identification.)</p> <p>22 BY MS. SCULLION:</p> <p>23 Q Mr. Romaine, I'm going to hand you</p> <p>24 what's been marked as Exhibit No. 11.</p>	<p>Page 125</p> <p>1 A Yes.</p> <p>2 Q All right. And just -- we'll talk in</p> <p>3 some more specifics, but just to orient you to the</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 A It's hard to find.</p> <p>13 Q -- rest of this document you'll see this</p> <p>14 looks like it's a presentation --</p> <p>15 A I'm trying to find the number here.</p> <p>16 MR. MORRIS: Hold on, Counsel, because</p> <p>17 the numbers are harder to see.</p> <p>18 BY MS. SCULLION:</p> <p>19 Q You know what, so it's the first page of</p> <p>20 the PowerPoint --</p> <p>21 A This one here. Okay.</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 127</p> <p>1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p> 	<p>Page 129</p> <p>1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p> 

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<p>Page 130</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 132</p> <p>1 "objection to form," but keep your objections to</p> <p>2 the appropriate level, but you cannot cross into</p> <p>3 coaching, or we will go to the special master.</p> <p>4 BY MS. SCULLION:</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 131</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 He's already said he didn't remember the</p> <p>22 information on this.</p> <p>23 MS. SCULLION: Here -- Counsel, you have</p> <p>24 now crossed the line to coaching. You can say</p>	<p>Page 133</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 135</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 137</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 139</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 141</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 158</p> <p>1 [REDACTED]</p> <p>2</p> <p>3 MR. MORRIS: Counsel, we've been going</p> <p>4 for close to an hour and a half, so at some point,</p> <p>5 if we could --</p> <p>6 MS. SCULLION: Yeah, we can take a quick</p> <p>7 break. Sure.</p> <p>8 THE VIDEOGRAPHER: The time is 11:46</p> <p>9 a m., and we're going off the record.</p> <p>10 (Recess.)</p> <p>11 THE VIDEOGRAPHER: The time is</p> <p>12 12:04 p m., and we're back on the record.</p> <p>13 BY MS. SCULLION:</p> <p>14 Q Mr. Romaine, welcome back.</p> <p>15 A Thank you.</p> <p>16 Q A reminder, you're still under oath.</p> <p>17 A Yes.</p> <p>18 Q Looking -- staying on Exhibit 11, if you</p> <p>19 go all the way towards almost the end of the</p> <p>20 document to slide 55. Okay. And to make sure</p> <p>21 we're on the same page, at the top it says</p> <p>22 "Challenging aspects of job," correct?</p> <p>23 A Yes.</p> <p>24 Q All right. And do you see the second</p>	<p style="text-align: right;">Page 160</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 159</p> <p>1 quoted paragraph, it says: "Territory size with</p> <p>2 two reps. I don't know if we will be able to</p> <p>3 generate the numbers. The goals are very, very</p> <p>4 aggressive. I wonder if it's even attainable.</p> <p>5 This year from market share to goal, I did well at</p> <p>6 the beginning of the year, but the second half I</p> <p>7 did not even get one-third of my goal. In some</p> <p>8 regard it is punitive for doing well at the</p> <p>9 beginning."</p> <p>10 And again, it's quoting a specialty rep.</p> <p>11 Do you recall -- putting aside the</p> <p>12 document, do you recall in 2007 sales reps being</p> <p>13 concerned about sales goals being aggressive?</p> <p>14 A I don't recall that.</p> <p>15 Q Okay. Did you ever think that the sales</p> <p>16 goals were too aggressive?</p> <p>17 A No.</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 161</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 163</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 BY MS. SCULLION:</p> <p>19 Q Okay. Now, coming back to Exhibit 11.</p> <p>20 A Okay.</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 165</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 167</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 Q Okay. Let's put Exhibit 11 aside.</p> <p>18 Okay. Mr. Romaine, we talked about this</p> <p>19 a little bit already in terms of salespeople in</p> <p>20 the field getting to know obviously the physicians</p> <p>21 on whom they're calling, they're trying to get to</p> <p>22 know those physicians, correct?</p> <p>23 A Correct.</p> <p>24 Q And they're trying to get to know people</p>	<p>Page 169</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 175</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 177</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 179</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 181</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 183</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 185</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 187</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 A Correct.</p> <p>13 MS. SCULLION: Can I have 1183?</p> <p>14 (Romaine Exhibit No. 13 was marked</p> <p>15 for identification.)</p> <p>16 BY MS. SCULLION:</p> <p>17 Q I'm going to hand you what's been marked</p> <p>18 as Exhibit No. 13.</p> <p>19 A Thank you.</p> <p>20 Q And this is Bates-stamped ENDO_OPIOID_</p> <p>21 MDL-00881701, and we've numbered it E1183.1 at the</p> <p>22 top.</p> <p>23 This is 13; is that right? Yeah.</p> <p>24 And, Mr. Romaine, looking at the first</p>	<p>Page 189</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>



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<p>Page 191</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 193</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 Q Just to go back a bit, when you joined</p>

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<p style="text-align: right;">Page 194</p> <p>1 Endo in 2003, Ms. Ammon was still with the 2 company, correct? 3 A She was the CEO at the time, yes. 4 Q Did you ever have a chance to meet her? 5 A I did. 6 Q Okay. Did you find her to be a -- a 7 thoughtful person? 8 A Yes. 9 Q Good business person? 10 A Yes. 11 Q Honest? 12 A Yes. 13 Q Proud of how Endo built its business? 14 A Yeah. I didn't know her very well. I 15 only met her once at a Christmas party. 16 Q Okay. 17 A But -- but she seemed -- 18 Q That was the impression. 19 A -- like a very nice person. 20 Q Okay. But that was the impression, that 21 she was a -- I mean, putting aside being at a 22 Christmas party, did she have a reputation for 23 being a good business leader? 24 A A lot of integrity.</p>	<p style="text-align: right;">Page 196</p> <p>1 Q But if -- but if she did make that kind 2 of statement, you would expect that she would know 3 what she was talking about, right? 4 A Yes. 5  6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p>
<p style="text-align: right;">Page 195</p> <p>1 MR. MORRIS: Objection to form. 2 BY MS. SCULLION: 3 Q Okay. A lot of integrity. 4 THE REPORTER: Excuse me. 5 MR. MORRIS: Yeah, sorry. 6 THE REPORTER: I can't get -- 7 MR. MORRIS: Same rule of talking over, 8 I've got to get my words in too. 9 THE WITNESS: My fault. 10 MS. SCULLION: I was also speaking over. 11 BY MS. SCULLION: 12 Q And so if Ms. Ammon had said that the 13 use of thought leaders to help move the medical 14 community around the treatment of chronic pain was 15 an important part of Endo's success, would you 16 believe that was probably a pretty accurate 17 statement? 18 MR. MORRIS: Objection. Form and 19 foundation. 20 THE WITNESS: I -- I don't know. I -- 21 I've never heard her make that statement, so I -- 22 I don't know. I can't imagine she would get to 23 that level in the business. 24 BY MS. SCULLION:</p>	<p style="text-align: right;">Page 197</p> <p>1  2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p>

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<p>Page 199</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 201</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 BY MS. SCULLION:</p> <p>7 Q We're going to pull that MVA just so you</p> <p>8 can --</p> <p>9 A Okay.</p> <p>10 Q -- you can take a look at it.</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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Page 202

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1 A Thank you.
2 MS. SCULLION: And I apologize, I don't
3 have another one.
4 THE WITNESS: Oh, are we done with this
5 one for now?
6 BY MS. SCULLION:
7 Q We might come back to it, so just hold
8 on to it.
9 A Okay.
10 Q So I've handed you exhibit -- I'm sorry,
11 this is 14, right?
12 A Yes.
13 Q Okay. Exhibit 14, which is Bates-
14 stamped ENDO_OPIOID_MDL-01655584, and we've
15 numbered at the top E1023.
16 [REDACTED]
17 [REDACTED]
18 [REDACTED]
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20 [REDACTED]
21 [REDACTED]
22 [REDACTED]
23 [REDACTED]
24 [REDACTED]

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12 [REDACTED]
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14 [REDACTED]
15 [REDACTED]
16 [REDACTED]
17 [REDACTED]
18 [REDACTED]
19 MR. MORRIS: Objection. Foundation.
20 (Romaine Exhibit No. 14 was marked
21 for identification.)
22 BY MS. SCULLION:
23 Q Okay. Let me -- let me hand you what's
24 been marked as Exhibit 14.

Page 205

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<p>1 Q Okay.</p> <p>2 MS. SCULLION: Do we have the others?</p> <p>3 I'm just going to let you see the others</p> <p>4 as well.</p> <p>5 THE WITNESS: Okay.</p> <p>6 (Romaine Exhibit Nos. 15 and 16</p> <p>7 were marked for identification.)</p> <p>8 BY MS. SCULLION:</p> <p>9 Q I'm handing you what's marked as</p> <p>10 Exhibit 15. And Exhibit 16. If you give me a</p> <p>11 moment, I'll read the numbers into the record.</p> <p>12 So Exhibit 17 -- I apologize for</p> <p>13 starting that out of order -- Exhibit 17 is</p> <p>14 ENDO_CHI_LIT -- I apologize. I got it wrong? So</p> <p>15 16.</p> <p>16 MR. MORRIS: Yeah, we only got up to 16,</p> <p>17 I think.</p> <p>18 THE WITNESS: Yeah.</p> <p>19 MS. SCULLION: Yeah, no, I thought I</p> <p>20 definitely got it.</p> <p>21 MR. MORRIS: Okay.</p> <p>22 MS. SCULLION: So thank you.</p> <p>23 BY MS. SCULLION:</p> <p>24 Q Exhibit 16 is ENDO_CHI_LIT-00032928, and</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
Page 207	Page 209
<p>1 it's marked E786.</p> <p>2 And Exhibit 15 is Bates-stamped a couple</p> <p>3 different numbers. ENDO-0000105. It also has a</p> <p>4 number E0049029. And those are in the lower</p> <p>5 right-hand corner.</p> <p>6 A Oh, okay. I'm sorry.</p> <p>7 Q There's a lot of numbers.</p> <p>8 A Yeah.</p> <p>9 Q There's a lot of numbers. We're just</p> <p>10 doing that for the record --</p> <p>11 A Okay.</p> <p>12 Q -- so later on someone can find it --</p> <p>13 A Yeah.</p> <p>14 Q -- and people on the phone can find it.</p> <p>15 A Okay.</p> <p>16 MR. MORRIS: You won't be tested on the</p> <p>17 numbers later.</p> <p>18 BY MS. SCULLION:</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 And let's -- hold on one second. I got</p> <p>22 off track here. Right.</p> <p>23 So back in Exhibit 13, field</p> <p>24 intelligence report.</p>

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<p style="text-align: right;">Page 210</p> <p>1 A Okay.</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 212</p> <p>1 (Lunch recess.)</p> <p>2 THE VIDEOGRAPHER: The time is</p> <p>3 1:55 p.m., and we're back on the record.</p> <p>4 BY MS. SCULLION:</p> <p>5 Q Welcome back, Mr. Romaine.</p> <p>6 A Thank you.</p> <p>7 Q We're still under -- you're still under</p> <p>8 oath.</p> <p>9 A Yes.</p> <p>10 Q Okay.</p> <p>11 (Romaine Exhibit No. 17 was marked</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 211</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 MS. SCULLION: I was going to suggest</p> <p>20 that we take a break here for lunch is a good</p> <p>21 place. Is that good? All right.</p> <p>22 MR. MORRIS: That sounds good.</p> <p>23 THE VIDEOGRAPHER: The time is 12:57</p> <p>24 p.m. We're going off the record.</p>	<p style="text-align: right;">Page 213</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 214</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 A I don't recall that.</p> <p>20 Q Do you recall it either way?</p> <p>21 A No.</p> <p>22 Q You don't recall.</p> <p>23 A No, neither way.</p> <p>24 [REDACTED]</p>	<p>Page 216</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 215</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 MR. MORRIS: Objection to form.</p> <p>5 THE WITNESS: I -- I just -- I don't</p> <p>6 know if I have an opinion on that one way or the</p> <p>7 other.</p> <p>8 BY MS. SCULLION:</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 217</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 (Romaine Exhibit Nos. 18 and 19</p> <p>18 were marked for identification.)</p> <p>19 BY MS. SCULLION:</p> <p>20 Q Let me hand you what's been marked as</p> <p>21 Exhibit 18 and 19.</p> <p>22 For the record, Exhibit 18 is Bates-</p> <p>23 stamped ENDO_OPIOID_MDL-0068400 -- is there</p> <p>24 another -- I have it cut off. I apologize.</p>

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<p>Page 218</p> <p>1 MR. MORRIS: Ours is cut off too. Let's</p> <p>2 see --</p> <p>3 MS. SCULLION: We'll try to -- we'll try</p> <p>4 to get the number for the record. We can look</p> <p>5 that up.</p> <p>6 BY MS. SCULLION:</p> <p>7 Q We have marked it as E966, and it is</p> <p>8 Exhibit 18.</p> <p>9 And Exhibit 19, similarly, the Bates</p> <p>10 number is cut off. We will get it. We have</p> <p>11 marked it as E879.</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 220</p> <p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p>Page 219</p> <p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 221</p> <p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p>Page 223</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 225</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 MS. SCULLION: Can I have E502 and</p> <p>22 E1180, please.</p> <p>23 (Romaine Exhibit No. 20 was marked</p> <p>24 for identification.)</p>

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<p>Page 226</p> <p>1 MS. SCULLION: I need an extra copy too.</p> <p>2 Mine is --</p> <p>3 (Counsel conferring.)</p> <p>4 BY MS. SCULLION:</p> <p>5 Q Let me hand you what's been marked as</p> <p>6 Exhibit 20.</p> <p>7 A Thank you.</p> <p>8 Q And it's Bates-stamped ENDO_OPIOID_</p> <p>9 MDL-04908831. And again, we've marked it in the</p> <p>10 upper right-hand corner E502.</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 228</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 227</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 229</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 230</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 232</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 231</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 233</p> <p>1 A Right.</p> <p>2 Q Okay. All right.</p> <p>3 MS. SCULLION: Can I have E1214?</p> <p>4 (Romaine Exhibit No. 21 was marked</p> <p>5 for identification.)</p> <p>6 BY MS. SCULLION:</p> <p>7 Q I'll hand you what's marked as</p> <p>8 Exhibit 21.</p> <p>9 A Thank you.</p> <p>10 Q And it's Bates-stamped ENDO_OPIOID_</p> <p>11 MDL-04929187. And at the top right-hand corner</p> <p>12 we've marked it as E1214.1. Do you see that?</p> <p>13 A Yes.</p> <p>14 Q Would you prefer -- I can give you like</p> <p>15 the color copy. Let me switch those out.</p> <p>16 A Thank you.</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 234</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 236</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 235</p> <p>1 [REDACTED] 2 [REDACTED] 3 (Counsel conferring.) 4 (Romaine Exhibit No. 22 was marked 5 for identification.) 6 BY MS. SCULLION: 7 Q Let me hand you what's been marked as 8 Exhibit 22. And this is Bates-stamped 9 ENDO_OPIOID_MDL-04911467, and we've stamped it as 10 E1180 in the top right-hand corner 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 237</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

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<p>Page 238</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 240</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 239</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 241</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>




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<p>Page 242</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 244</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 Q Thank you. That is helpful for me to</p> <p>13 orient.</p> <p>14 MS. SCULLION: And then can I have</p> <p>15 E1172.</p> <p>16 (Romaine Exhibit No. 23 was marked</p> <p>17 for identification.)</p> <p>18 BY MS. SCULLION:</p> <p>19 Q I hand you what's marked as Exhibit 23,</p> <p>20 which is Bates-stamped ENDO_OPIOID_MDL-05589327,</p> <p>21 and we've marked it E1172. And it's entitled</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 243</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 245</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 Q Okay.</p> <p>20 MS. SCULLION: Can I have 1218, and then</p> <p>21 also pull out 142, please.</p> <p>22 (Romaine Exhibit No. 24 was marked</p> <p>23 for identification.)</p> <p>24 BY MS. SCULLION:</p>





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<p>Page 246</p> <p>1 Q I'm going to hand you what's been marked</p> <p>2 as Exhibit 24. And this is Bates-stamped ENDO_</p> <p>3 DATA_OPIOID_MDL- -- we're going to get the Bates</p> <p>4 number. I apologize, I didn't realize these were</p> <p>5 cut off.</p> <p>6 MR. MORRIS: Sometimes if it comes on</p> <p>7 the screen, you can see it, so if you want to pop</p> <p>8 that there.</p> <p>9 MS. SCULLION: Yeah, E1218.</p> <p>10 MR. MORRIS: Yeah.</p> <p>11 MS. SCULLION: Thank you.</p> <p>12 MR. MORRIS: So the first -- oh, what's</p> <p>13 happening, I think, is there's a cover page that</p> <p>14 isn't on here maybe.</p> <p>15 MS. SCULLION: No, it's a different --</p> <p>16 that's a different document. The history is</p> <p>17 different. 1218 --</p> <p>18 MR. MORRIS: Oh, yeah, this one --</p> <p>19 MS. SCULLION: It's a data- -- it's a</p> <p>20 datasheet. I apologize, we will get the Bates</p> <p>21 numbers.</p> <p>22 Sabrina, can you keep track of which</p> <p>23 ones we have to read into the record later? Thank</p> <p>24 you.</p>	<p>Page 248</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22 MR. MORRIS: Form.</p> <p>23 MS. SCULLION: Okay. I'm not sure, and</p> <p>24 I'm certainly not going to testify today, only</p>
<p>Page 247</p> <p>1 BY MS. SCULLION:</p> <p>2 Q So Exhibit 24.</p> <p>3 A No, there's no cover sheet with this</p> <p>4 one.</p> <p>5 MR. MORRIS: No, no, there's</p> <p>6 different --</p> <p>7 BY MS. SCULLION:</p> <p>8 Q There is not.</p> <p>9 MR. MORRIS: A different document.</p> <p>10 BY MS. SCULLION:</p> <p>11 Q This is -- I'll represent to you this is</p> <p>12 a printout of a datasheet that was produced to us</p> <p>13 in this litigation --</p> <p>14 A Okay.</p> <p>15 Q -- by Endo.</p> <p>16 </p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 249</p> <p>1 because that would be problematic.</p> <p>2 MR. MORRIS: You could try that for a</p> <p>3 while.</p> <p>4 MS. SCULLION: No, it's not good.</p> <p>5 BY MS. SCULLION:</p> <p>6 </p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21 Q I -- I doubt that it was. Again,</p> <p>22 this -- this form was produced to us specifically</p> <p>23 in this litigation, but it comes from a -- a</p> <p>24 database of some sort, I understand.</p>

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<p style="text-align: right;">Page 250</p> <p>1 A Okay.</p> <p>2 MS. SCULLION: See, I testified.</p> <p>3 May I have E142. Thank you.</p> <p>4 (Romaine Exhibit No. 25 was marked</p> <p>5 for identification.)</p> <p>6 BY MS. SCULLION:</p> <p>7 Q Now, I'm going to hand you what's been</p> <p>8 marked as Exhibit 25. And the Bates number is</p> <p>9 ENDO_CHI_LIT-00543478, and we've marked it E142 in</p> <p>10 the top right corner of the --</p> <p>11 A Yes.</p> <p>12 Q -- PowerPoint pages.</p> <p>13 </p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 252</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 251</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 253</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p style="text-align: right;">Page 254</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 Q Let's now go back and talk about Opana. 13 A Okay. 14 MS. SCULLION: We can take this exhibit 15 down. Thank you. 16 BY MS. SCULLION: 17 Q So I think we established earlier -- and 18 again, it may help to look at this demonstrative, 19 Exhibit 4. We've been through a lot of dates at 20 this point. 21 Do you recall that Endo launched 22 Opana ER as well as Opana IR in June of 2006, 23 correct? 24 A Correct.</p>	<p style="text-align: right;">Page 256</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 255</p> <p>1 Q Do you recall if that was later than 2 Endo had hoped -- had hoped to actually launch it 3 earlier? 4 A I don't recall that. 5 Q Okay. Would it surprise you to know if 6 that was the case? 7 MR. MORRIS: Objection to form. 8 THE WITNESS: I don't even know if it 9 would surprise me. I just don't -- I don't 10 remember if it was due to be launched before that 11 or not. 12 BY MS. SCULLION: 13 Q Okay. And it's correct, isn't it, that 14 Endo launched Opana ER just using the -- the 15 package insert, right? 16 A I don't recall that either. That 17 was in -- 12 years ago. I don't recall what 18 materials we had at the time. 19 (Romaine Exhibit No. 25 was marked 20 for identification.) 21 BY MS. SCULLION: 22 Q Let me hand you what's been marked as 23 Exhibit 25. And it's Bates-stamped ENDO_OPIOID_ 24 MDL-00879677, and at the top we've marked it E964.</p>	<p style="text-align: right;">Page 257</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

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<p>Page 258</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 260</p> <p>1 MR. MORRIS: Ah. I see. Got it.</p> <p>2 MS. SCULLION: I apologize.</p> <p>3 MR. MORRIS: I wrote it down wrong.</p> <p>4 MS. SCULLION: Someone was paying</p> <p>5 attention.</p> <p>6 MR. MORRIS: Excellent. Thank you.</p> <p>7 MS. SCULLION: So is it E964 is 26?</p> <p>8 Thank you. I apologize for that.</p> <p>9 BY MS. SCULLION:</p> <p>10 Q All right. So Exhibit 27 we have in</p> <p>11 front of you.</p> <p>12 A Yes.</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 259</p> <p>1 [REDACTED]</p> <p>2 SCULLION: Can I have E1219?</p> <p>3 (Romaine Exhibit Nos. 26 and 27</p> <p>4 were marked for identification.)</p> <p>5 BY MS. SCULLION:</p> <p>6 Q I'll hand you what's been marked as</p> <p>7 Exhibit 27.</p> <p>8 A Thank you.</p> <p>9 MS. SCULLION: Thank you. Somehow I got</p> <p>10 the wrong number.</p> <p>11 BY MS. SCULLION:</p> <p>12 Q And It's Bates-stamped ENDO_OPIOID_</p> <p>13 MDL-04920194, and we've marked it E1219.1.</p> <p>14 MR. MORRIS: Before -- excuse me, I am</p> <p>15 confused. Do we have a 26?</p> <p>16 MS. SCULLION: Let's stop and make sure</p> <p>17 then.</p> <p>18 MR. MORRIS: I'm not trying to interrupt</p> <p>19 unnecessarily.</p> <p>20 MS. SCULLION: That's okay.</p> <p>21 THE WITNESS: This -- this is 26, I</p> <p>22 think.</p> <p>23 MR. LOMAX: On the record, I think she</p> <p>24 said 25 --</p>	<p>Page 261</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>




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<p>Page 262</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 MS. SCULLION: So let's have E1200.</p> <p>15 (Romaine Exhibit No. 28 was marked</p> <p>16 for identification.)</p> <p>17 MS. SCULLION: Thank you.</p> <p>18 BY MS. SCULLION:</p> <p>19 Q This is Exhibit 28. It's Bates-stamped</p> <p>20 ENDO_OPIOID_MDL-00880262, and we've labeled it</p> <p>21 E1200.</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 264</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 263</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 265</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 MS. SCULLION: And then E1202.</p> <p>19 And then I need the exhibit number we</p> <p>20 used for the MVA.</p> <p>21 (Counsel conferring.)</p> <p>22 (Romaine Exhibit No. 29 was marked</p> <p>23 for identification.)</p> <p>24 BY MS. SCULLION:</p>


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Page 266	Page 268
<p>1 Q I'm going to hand you what's been marked</p> <p>2 Exhibit 29. And Exhibit 29 is Bates-stamped</p> <p>3 ENDO_OPIOID_MDL-02309518, and we've stamped it --</p> <p>4 .oops, I got two documents together. This is not</p> <p>5 correct.</p> <p>6 MS. SCULLION: May I have that back. I</p> <p>7 apologize.</p> <p>8 MR. MORRIS: I think the one you gave me</p> <p>9 actually doesn't have the --</p> <p>10 MS. SCULLION: We -- we need to take a</p> <p>11 look at this document. There's like three</p> <p>12 different versions going on there. So...</p> <p>13 MR. MORRIS: We've been going for about</p> <p>14 an hour. Do you want to just take a quick break?</p> <p>15 You can do that while you're doing that or --</p> <p>16 MS. SCULLION: Yeah, we can do that, but</p> <p>17 this just needs to be a quick break, we'll fix</p> <p>18 that. That's good.</p> <p>19 THE VIDEOGRAPHER: The time is 2:54 p.m.</p> <p>20 We're going off the record.</p> <p>21 (Recess.)</p> <p>22 THE VIDEOGRAPHER: The time is 3:04</p> <p>23 p.m., and we're back on the record.</p> <p>24 (Romaine Exhibit No. 29 was marked</p>	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> 
Page 267	Page 269
<p>1 for identification.)</p> <p>2 BY MS. SCULLION:</p> <p>3 Q Mr. Romaine, I'm going to hand you</p> <p>4 what's been marked as Exhibit 29. And this is</p> <p>5 Bates-stamped ENDO_OPIOID_MDL-00858402. And at</p> <p>6 the bottom you will see an e-mail from David Kerr</p> <p>7 to yourself, Mr. Wickline, and others. Subject</p> <p>8 matter, "Forward: Opana Weekly, November 17th."</p> <p>9 Do you see that?</p> <p>10 A Yes.</p> <p>11 Q And at the time David Kerr, as you say,</p> <p>12 was senior vice president, commercial business,</p> <p>13 correct?</p> <p>14 A Yes.</p> <p>15 Q He was at that point Mr. Wickline's</p> <p>16 boss.</p> <p>17 A Correct.</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> 	<p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> 

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<p style="text-align: right;">Page 270</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9 BY MS. SCULLION:</p> <p>10 Q Okay. In response to Mr. Kerr,</p> <p>11 Mr. Wickline does provide some -- some ideas, and</p> <p>12 one of the things he says is, in the second</p> <p>13 paragraph: "This week we are kicking off a</p> <p>14 five-week context -- contest for growth in each</p> <p>15 district between now and December 29th."</p> <p>16 So that's an indication there's going to</p> <p>17 be a contest to try to grow Opana ER sales?</p> <p>18 A I just want to read the entire e-mail.</p> <p>19 Q Sure.</p> <p>20 A (Peruses document.) Okay.</p> <p>21 Q So there's an indication that there's</p> <p>22 going to be a contest to try and grow Opana ER</p> <p>23 sales, correct?</p> <p>24 A Correct.</p>	<p style="text-align: right;">Page 272</p> <p>1 BY MS. SCULLION:</p> <p>2 Q Okay. So there's --</p> <p>3 MS. SCULLION: And then can we have the</p> <p>4 CMR demonstrative.</p> <p>5 BY MS. SCULLION:</p> <p>6 Q Do you recall that sales did begin to</p> <p>7 build for Opana ER 2007, 2008, 2009? They did</p> <p>8 build over time, right?</p> <p>9 A Sales did grow over that period of time.</p> <p>10 Q Okay.</p> <p>11 A Again, in context, compared to other</p> <p>12 opioids, it was much smaller.</p> <p>13 Q I understand. I'm just talking about</p> <p>14 the growth for Opana ER.</p> <p>15 (Romaine Exhibit No. 30 was marked</p> <p>16 for identification.)</p> <p>17 BY MS. SCULLION:</p> <p>18 Q Let me hand you what's been marked as</p> <p>19 Exhibit 30.</p> <p>20 MS. SCULLION: And, Counsel, let me</p> <p>21 explain what we've done here. Exhibit 30 in front</p> <p>22 of the witness has a summary sheet of the CMR data</p> <p>23 that was produced to us. The Bates numbers at the</p> <p>24 top here, ENDO_DATA_OPIOID_MDL-8 through 19, which</p>
<p style="text-align: right;">Page 271</p> <p>1 Q All right. And he's also indicating</p> <p>2 that reps are being asked to concentrate on the</p> <p>3 top five customers in their territory, which he</p> <p>4 calls the Fab Five, right?</p> <p>5 A I'm not sure what the Fab Five refers</p> <p>6 to, but --</p> <p>7 Q Well, if you go up to the first</p> <p>8 paragraph --</p> <p>9 A Okay.</p> <p>10 Q -- the second sentence he says: "Since</p> <p>11 the completion of the meetings, we've provided</p> <p>12 direction to concentrate on the top five customers</p> <p>13 in each territory (Fab Five)."</p> <p>14 A Yes. Okay, got you.</p> <p>15 Q And that's -- so he's saying go see</p> <p>16 those top five customers in each territory and to</p> <p>17 target them twice per week.</p> <p>18 A Correct.</p> <p>19 Q All right. Okay. So there's some</p> <p>20 activity happening to try to increase Opana ER</p> <p>21 sales, right?</p> <p>22 MR. MORRIS: Objection to form.</p> <p>23 THE WITNESS: Oh, I'm sorry. Based on</p> <p>24 his e-mail, that's what he's saying.</p>	<p style="text-align: right;">Page 273</p> <p>1 are each individual CMR summary sheets, behind the</p> <p>2 witness's exhibit is a copy of each of those CMR</p> <p>3 summary sheets. So the exhibit for the deposition</p> <p>4 will be the complete set of those CMRs as well as</p> <p>5 the summary. So we're just going to proceed from</p> <p>6 there.</p> <p>7 MR. MORRIS: Okay. I'll object to the</p> <p>8 use of this demonstrative, particularly on</p> <p>9 foundation and form.</p> <p>10 MS. SCULLION: Okay.</p> <p>11 BY MS. SCULLION:</p> <p>12 Q So, Mr. Wickline, we summarized some of</p> <p>13 the data.</p> <p>14 A Romaine. Romaine.</p> <p>15 Q I'm so sorry.</p> <p>16 A That's okay.</p> <p>17 Q I'm so sorry. That's terrible.</p> <p>18 A He's older than I am, so...</p> <p>19 Q Mr. Romaine, we've summarized for you</p> <p>20 the data provided to us in this litigation with</p> <p>21 respect to Opana and Opana ER net sales. The</p> <p>22 information is in the sheets that are attached to</p> <p>23 your Exhibit 30 --</p> <p>24 A Okay.</p>

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<p style="text-align: right;">Page 274</p> <p>1 Q -- if you wanted to look at them, but I</p> <p>2 just really wanted to -- to look at the growth</p> <p>3 over time.</p> <p>4 A Okay.</p> <p>5 Q So it starts -- let's look at Opana ER's</p> <p>6 net sales. It starts at about 23 million. That's</p> <p>7 starting midyear or so.</p> <p>8 A Correct.</p> <p>9 Q So it's a half year.</p> <p>10 MR. MORRIS: Objection. Form and</p> <p>11 foundation.</p> <p>12 BY MS. SCULLION:</p> <p>13 Q And in 2007, we see net sales of 66 --</p> <p>14 about 66 million, and then it more than doubles to</p> <p>15 2008 to about 142 million, right?</p> <p>16 MR. MORRIS: Objection. Form and</p> <p>17 foundation.</p> <p>18 THE WITNESS: Yeah, the report says</p> <p>19 142 million.</p> <p>20 BY MS. SCULLION:</p> <p>21 Q Okay. And then again, 2009 further</p> <p>22 increased to 172. And in 2010 were increasing up</p> <p>23 to 239 million. And by 2011, it's at 384,300 --</p> <p>24 340,359. Do you see that?</p>	<p style="text-align: right;">Page 276</p> <p>1 MR. MORRIS: Objection. Form and</p> <p>2 foundation.</p> <p>3 THE WITNESS: -- I guess to put it in</p> <p>4 context with the other promoted opioids, it was</p> <p>5 much smaller.</p> <p>6 BY MS. SCULLION:</p> <p>7 Q I understand it was much smaller, but</p> <p>8 that was -- that was growth that was generated</p> <p>9 through the efforts -- the promotional efforts by</p> <p>10 Endo, correct?</p> <p>11 MR. MORRIS: Objection. Form.</p> <p>12 THE WITNESS: Correct.</p> <p>13 MS. SCULLION: All right. Can we have</p> <p>14 1187?</p> <p>15 (Romaine Exhibit No. 31 was marked</p> <p>16 for identification.)</p> <p>17 BY MS. SCULLION:</p> <p>18 Q I'm handing you what's been marked as</p> <p>19 Exhibit 31.</p> <p>20 A Thank you.</p> <p>21 Q And Exhibit 31 is Bates-stamped</p> <p>22 END0097420, and we've marked it E1187. And this</p> <p>23 is an e-mail chain. It starts with an e-mail from</p> <p>24 Greg -- Pyszczymuka?</p>
<p style="text-align: right;">Page 275</p> <p>1 A I see that number.</p> <p>2 Q And that's just for --</p> <p>3 MR. MORRIS: Objection. Form and</p> <p>4 foundation.</p> <p>5 BY MS. SCULLION:</p> <p>6 Q And that's just for Opana ER.</p> <p>7 So as you said, although Opana sounds</p> <p>8 like it didn't meet -- make the market share that</p> <p>9 Endo had hoped, it did have some pretty nice</p> <p>10 growth over time --</p> <p>11 MR. MORRIS: Objection --</p> <p>12 BY MS. SCULLION:</p> <p>13 Q -- correct?</p> <p>14 MR. MORRIS: Objection. Form and</p> <p>15 foundation.</p> <p>16 THE WITNESS: It had growth over time.</p> <p>17 BY MS. SCULLION:</p> <p>18 Q Okay. I mean, we saw again almost</p> <p>19 double sales -- more than double sales, rather,</p> <p>20 from 2007 to 2008, there is a 40 percent increase</p> <p>21 from 2009 to 2010, another 60 percent increase</p> <p>22 from 2010 to 2011. Those are some increases to be</p> <p>23 proud of, correct?</p> <p>24 A Well --</p>	<p style="text-align: right;">Page 277</p> <p>1 A Pyszczymuka.</p> <p>2 Q -- Pyszczymuka, dated November 3rd,</p> <p>3 2011. Subject matter, "Play to Win Weekly</p> <p>4 Update."</p> <p>5 Do you recall the Play to Win initiative</p> <p>6 in 2011?</p> <p>7 A I don't.</p> <p>8 MR. MORRIS: Objection. Form and</p> <p>9 foundation.</p> <p>10 BY MS. SCULLION:</p> <p>11 Q Okay. If you go down to -- in</p> <p>12 Mr. Pyszczymuka's e-mail at the bottom of the</p> <p>13 page, he notes: "Opana ER" -- the very bottom --</p> <p>14 "Opana ER weekly TRx highs achieved post-Nucynta</p> <p>15 ER launch."</p> <p>16 Do you see that?</p> <p>17 A Yes.</p> <p>18 Q And he says for September 30th, the</p> <p>19 sales were -- the TRx's were at an all-time high,</p> <p>20 right?</p> <p>21 A Yes.</p> <p>22 Q And again, in the week of October 7th,</p> <p>23 Opana ER weekly TRx's were at an all-time high,</p> <p>24 right?</p>

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<p style="text-align: right;">Page 278</p> <p>1 A Yes.</p> <p>2 MR. MORRIS: Objection. Form and</p> <p>3 foundation.</p> <p>4 BY MS. SCULLION:</p> <p>5 Q We talked earlier about what a sales rep</p> <p>6 does on a -- on a daily basis, right? So -- and</p> <p>7 as you said, they're going out average five days a</p> <p>8 week, they're visiting, trying to -- trying to see</p> <p>9 six prescribers.</p> <p>10 I assume that they work roughly 48 weeks</p> <p>11 a year?</p> <p>12 A Mm-hmm.</p> <p>13 Q Yes?</p> <p>14 A Yes.</p> <p>15 Q Okay. And by 2011, Endo's been</p> <p>16 promoting Opana ER for a full five years, 2007 to</p> <p>17 2011, right?</p> <p>18 A Correct.</p> <p>19 Q So that's going to be well in excess of</p> <p>20 200 actual -- 200,000 actual details being</p> <p>21 delivered during that time period, correct?</p> <p>22 MR. MORRIS: Objection. Form and</p> <p>23 foundation.</p> <p>24 THE WITNESS: Well, I would have to do</p>	<p style="text-align: right;">Page 280</p> <p>1 executing their sales as effectively as they</p> <p>2 could?</p> <p>3 A Executing the company strategy, yes.</p> <p>4 Q Okay. And the company strategy,</p> <p>5 execution was with respect to sales within your</p> <p>6 department. That was -- you were responsible for</p> <p>7 the execution of the sales, correct?</p> <p>8 A By using the approved promotional</p> <p>9 pieces.</p> <p>10 Q But through sales. It's the sales</p> <p>11 department --</p> <p>12 A Yes.</p> <p>13 Q -- that's doing that?</p> <p>14 A Yes.</p> <p>15 Q Okay. And if we look at E1243.</p> <p>16 (Romaine Exhibit No. 32 was marked</p> <p>17 for identification.)</p> <p>18 BY MS. SCULLION:</p> <p>19 Q Do you recall that Mr. Lortie in fact</p> <p>20 commended you for your leadership in helping</p> <p>21 achieve those sales levels?</p> <p>22 Sorry, I apologize. I will hand you --</p> <p>23 do you recall Mr. Lortie commending you for your</p> <p>24 leadership?</p>
<p style="text-align: right;">Page 279</p> <p>1 the math, but --</p> <p>2 BY MS. SCULLION:</p> <p>3 Q It's --</p> <p>4 A -- I'm assuming you're correct.</p> <p>5 Q It's a substantial number of details</p> <p>6 over that time period.</p> <p>7 And during that period, 2007 to 2011,</p> <p>8 was Opana ER -- strike that.</p> <p>9 So those are the details. You also had</p> <p>10 the lunches, the speaker series, the approved</p> <p>11 reprints, these were all the promotional efforts</p> <p>12 that were going on at this time?</p> <p>13 A That were used by the sales force.</p> <p>14 Q Okay. And 2007 to 2011, most of that</p> <p>15 period you were VP of sales, right?</p> <p>16 A Yes.</p> <p>17 Q Okay. And it was -- it was your job to</p> <p>18 make those -- make sure that the sales efforts</p> <p>19 were as successful as they could be, correct?</p> <p>20 A Well, it was to make sure that they were</p> <p>21 educated, trained effectively, and could</p> <p>22 communicate the promotional message effectively,</p> <p>23 yes.</p> <p>24 Q Okay. But they -- but they were</p>	<p style="text-align: right;">Page 281</p> <p>1 A Brian Lortie was my -- my supervisor, so</p> <p>2 we had many meetings on my performance.</p> <p>3 Q Okay. Let me hand you what's been</p> <p>4 marked as Exhibit No. 32. And it's marked</p> <p>5 ENDO_OPIOID_MDL-02312040.</p> <p>6 Do you recognize Exhibit 32 as a copy of</p> <p>7 your 2009 performance coaching and development</p> <p>8 report?</p> <p>9 A I don't -- don't recognize it as a copy,</p> <p>10 but it looks like it is.</p> <p>11 Q Okay.</p> <p>12 A It's been a long time since I saw one of</p> <p>13 these.</p> <p>14 Q Okay. If you go to the second page of</p> <p>15 the exhibit, E1243.2.</p> <p>16 A .2. Okay.</p> <p>17 Q Just to orient you again, it lists your</p> <p>18 name as the employee, correct?</p> <p>19 A Correct.</p> <p>20 Q And it lists your manager as Brian</p> <p>21 Lortie, right?</p> <p>22 A That's correct.</p> <p>23 Q And it says this is -- goals and</p> <p>24 development plan were finalized on March 31st,</p>

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<p style="text-align: right;">Page 282</p> <p>1 '09, and the discussion was had on February 16th, 2 2010, correct? 3 A Correct. 4 Q So this is really reviewing your 5 performance with respect to that goal and 6 development plan from March 2009, right? 7 A Correct. 8 Q All right. And if you go to the next 9 page, E1243.3, in the bottom half of the page 10 under the box on the left side that says 11 "Year-end." Do you see that? 12 A Yes. 13 Q It starts with the revenue number and 14 ERS guidance? 15 A Oh, yes, I'm sorry. Mm-hmm. 16 Q We're in the same place? Good. 17 A Yes. 18 Q And at the bottom it says, Opana 19 franchise year-to-date, October, 566,749 20 prescriptions, 123.7 percent to plan. 21 So that's above plan for prescriptions, 22 right? 23 A Correct. 24 Q And 200 -- 230.8 million. Do you see</p>	<p style="text-align: right;">Page 284</p> <p>1 Q Okay. 2 A -- and behaviors. 3 Q Well, he goes on to say, he does comment 4 on your -- "Several points during the year, the 5 achievement of the forecast is uncertain," he 6 says, sorry, "and during these times of 7 uncertainty," he comments on your clarity of 8 thinking, focus and positive attitude, right? 9 A Yes. 10 Q And then he says: "He also demanded 11 these things from his leadership team, and that 12 this contributed to a focused, energized sales 13 team, which ultimately delivered an above-budget 14 result." Right? 15 A Yes. 16 Q So again, so he's commending you for 17 achieving -- delivering, rather, an above-budget 18 result that year, right? 19 A I think he's commending me for the 20 skills that I used which allowed us to achieve 21 above-plan budget performance. 22 Q Right. And part of the above-budget 23 performance was with respect to the Opana 24 franchise, the 123 --</p>
<p style="text-align: right;">Page 283</p> <p>1 that? 2 A Yes. 3 Q Okay. And then on the -- just in the 4 box next to that indicates this is Mr. Lortie's 5 comments on that performance. 6 He says: "Larry's strong leadership of 7 the pain solutions sales team through a 8 challenging year has contributed in a very 9 significant way to the success of the enterprise." 10 Would you agree that you did contribute 11 to the success of the enterprise in that year? 12 A Yes. 13 Q In a very significant way? 14 A In -- 15 MR. MORRIS: Objection. 16 THE WITNESS: -- what was asked of me. 17 MR. MORRIS: Foundation. 18 BY MS. SCULLION: 19 Q Okay. And the success of the enterprise 20 year is being measured by the sales of the 21 products within the pain solutions team, correct? 22 A Well, I think he was measuring me not 23 only through the results but also through my 24 leadership --</p>	<p style="text-align: right;">Page 285</p> <p>1 A And all the other business as well. 2 THE REPORTER: Wait, wait, wait. 3 MS. SCULLION: Sorry. 4 THE WITNESS: Oh, I'm sorry. 5 THE REPORTER: You're talking at the 6 same time. I think you need to repeat that. 7 MS. SCULLION: That's fine. 8 BY MS. SCULLION: 9 Q But part of the above-budget result was 10 with respect to the Opana franchise for which you 11 achieved 123.7 percent to plan result? 12 A Yes. But also in clarity, all the other 13 brands performed well also. 14 Q Understood. 15 So we saw the growth over time for 16 Opana ER from 2006 to 2011. And similarly, there 17 was -- there was growth for the reformulated 18 version of Opana ER, right? 19 A Correct. 20 Q All right. Now, Opana ER launched -- it 21 was approved in December of 2011, correct? 22 A I don't remember the exact date, 23 honestly. 24 Q If you look at Exhibit 4.</p>

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<p style="text-align: right;">Page 286</p> <p>1 A Oh, I'm sorry.</p> <p>2 Q Okay. The approval in December of 2011,</p> <p>3 right?</p> <p>4 MR. MORRIS: Objection. Form and</p> <p>5 foundation.</p> <p>6 THE WITNESS: That's what this document</p> <p>7 says, yes.</p> <p>8 BY MS. SCULLION:</p> <p>9 Q And then it was actually commercially</p> <p>10 launched in the spring of 2012, correct?</p> <p>11 A That sounds accurate.</p> <p>12 Q Okay.</p> <p>13 MS. SCULLION: Can I have 1189?</p> <p>14 (Romaine Exhibit No. 33 was marked</p> <p>15 for identification.)</p> <p>16 BY MS. SCULLION:</p> <p>17 Q And when it launched in the spring of</p> <p>18 2012, do you recall you were trying to -- to lift</p> <p>19 sales at that point for Opana ER?</p> <p>20 MR. MORRIS: Objection. Form.</p> <p>21 THE WITNESS: I --</p> <p>22 BY MS. SCULLION:</p> <p>23 Q Do you recall that?</p> <p>24 A I recall that we had a sales number that</p>	<p style="text-align: right;">Page 288</p> <p>1 A Right.</p> <p>2 Q But in general, you were looking to --</p> <p>3 to lift Opana ER during this period.</p> <p>4 A Right, but I was responding back to his</p> <p>5 e-mail --</p> <p>6 Q Sure.</p> <p>7 A -- that I read below on speaker</p> <p>8 programs.</p> <p>9 Q So that was one of the ways that you</p> <p>10 were hoping to lift Opana ER sales during this</p> <p>11 period.</p> <p>12 A One of the ways to continue to support</p> <p>13 the business.</p> <p>14 Q Okay. And to support business here</p> <p>15 meant to lift Opana ER sales, right?</p> <p>16 MR. MORRIS: Objection to form.</p> <p>17 THE WITNESS: To continue to grow sales.</p> <p>18 BY MS. SCULLION:</p> <p>19 Q Okay. And then we heard your -- your</p> <p>20 voicemail earlier that during 2012, you described</p> <p>21 that there was a crisis period, and that you were</p> <p>22 being very direct with your sales management team</p> <p>23 that if the Endo sales reps could not get doctors</p> <p>24 to clinically write Opana ER, those sales reps</p>
<p style="text-align: right;">Page 287</p> <p>1 we were held accountable to.</p> <p>2 Q Okay. Let me hand you what's been</p> <p>3 marked as Exhibit 33. And it's Bates-stamped</p> <p>4 ENDO_OPIOID_MDL-00644449.</p> <p>5 And I'm looking at the top of</p> <p>6 Exhibit 33, which is your e-mail to Kenneth Price</p> <p>7 on June 24th, 2012, concerning the Opana ER</p> <p>8 speaker program update for the Midwest region. Do</p> <p>9 you see that?</p> <p>10 A I do.</p> <p>11 Q And you write to Mr. Price: "All these</p> <p>12 programs are critical to our ability to lift</p> <p>13 Opana ER." And you end with: "Please keep your</p> <p>14 teams focused on how important it is right now to</p> <p>15 get the lift."</p> <p>16 Do you see that?</p> <p>17 A Yes.</p> <p>18 Q And again, that was a reference to</p> <p>19 lifting Opana ER sales during this period, right?</p> <p>20 A Yes.</p> <p>21 Q Okay.</p> <p>22 A But this was in reference to doing</p> <p>23 speaker programs in his geography.</p> <p>24 Q Understood.</p>	<p style="text-align: right;">Page 289</p> <p>1 should no longer be with Endo, correct?</p> <p>2 MR. MORRIS: Objection to form.</p> <p>3 THE WITNESS: Yeah, I think the way it</p> <p>4 was stated is that they had to be able to be a</p> <p>5 good education and good resource and clinically</p> <p>6 provide information to physicians so they could</p> <p>7 prescribe the product if it was fit for the</p> <p>8 patient population.</p> <p>9 BY MS. SCULLION:</p> <p>10 Q But you -- but that was because Endo was</p> <p>11 in crisis mode at that point, and you need to have</p> <p>12 the sales reps being very effective at that point,</p> <p>13 correct?</p> <p>14 A Yes.</p> <p>15 MR. MORRIS: Objection to form.</p> <p>16 THE WITNESS: Because if I recall back,</p> <p>17 that was right after we had an outage and we</p> <p>18 were -- and I think we talked about this earlier,</p> <p>19 we were trying to make sure that patients who were</p> <p>20 on Opana ER were able to get Opana ER.</p> <p>21 BY MS. SCULLION:</p> <p>22 Q Okay. And then if you can go back to</p> <p>23 Exhibit 30, which is that summary of the net</p> <p>24 sales, I want to focus now on the right-hand</p>

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<p style="text-align: right;">Page 290</p> <p>1 column --</p> <p>2 A Okay.</p> <p>3 Q -- which is entitled "Opana TRF ER-2."</p> <p>4 Do you see that?</p> <p>5 A Yes.</p> <p>6 Q And Opana TRF ER-2, that's referring to</p> <p>7 the reformulated version of Opana ER?</p> <p>8 MR. MORRIS: Objection. Form,</p> <p>9 foundation, and continuing objection with respect</p> <p>10 to the use of the demonstrative.</p> <p>11 BY MS. SCULLION:</p> <p>12 Q Is that correct?</p> <p>13 A Opana -- yes.</p> <p>14 Q That's how it was referred to internally</p> <p>15 within Opana TRF ER?</p> <p>16 A I don't recall that. We referred to it</p> <p>17 as Opana with -- with INTAC technology.</p> <p>18 Q Okay. Do you recall seeing Opana TRF ER</p> <p>19 being used within Endo?</p> <p>20 A You know, I don't -- I don't</p> <p>21 specifically recall that title, but yeah.</p> <p>22 Q Okay. So then -- so looking at the --</p> <p>23 the figures, it begins in 2012.</p> <p>24 A Yes.</p>	<p style="text-align: right;">Page 292</p> <p>1 pharmaceutical sales when a product faces generic</p> <p>2 competition, do the branded product sales</p> <p>3 generally decline?</p> <p>4 A Yes.</p> <p>5 MR. MORRIS: Objection. Foundation.</p> <p>6 BY MS. SCULLION:</p> <p>7 Q So there wasn't time to make too much of</p> <p>8 a -- of a track record with the reformulated</p> <p>9 version of Opana ER, but again, that's a</p> <p>10 respectable showing in terms of the sales efforts</p> <p>11 and the results, right?</p> <p>12 MR. MORRIS: Objection. Form and</p> <p>13 foundation.</p> <p>14 THE WITNESS: Yes.</p> <p>15 BY MS. SCULLION:</p> <p>16 Q Okay. And again, these are the results</p> <p>17 from the sales force out there. They're calling</p> <p>18 on healthcare providers, they're delivering</p> <p>19 approved reprints, they're inviting people to</p> <p>20 speaker series, and that's helping to generate</p> <p>21 those sales, correct?</p> <p>22 A Yes.</p> <p>23 MS. SCULLION: Could we have E1175,</p> <p>24 please.</p>
<p style="text-align: right;">Page 291</p> <p>1 Q And you've got 221 million in net sales</p> <p>2 for 2012, and that's just for the reformulated</p> <p>3 version, correct?</p> <p>4 A Correct.</p> <p>5 Q As we said, that reformulated version,</p> <p>6 it launched sometime in the spring, so it's not</p> <p>7 even a full year, right?</p> <p>8 A Yes.</p> <p>9 Q Okay. And then in 2013, we see some</p> <p>10 growth in the sales to 222 million, correct?</p> <p>11 MR. MORRIS: Objection. Form and</p> <p>12 foundation.</p> <p>13 THE WITNESS: That's on this paper, yes.</p> <p>14 BY MS. SCULLION:</p> <p>15 Q Okay. And I think you explained</p> <p>16 earlier, in 2013 is when a variety of products</p> <p>17 came off patent. Opana ER was one of those</p> <p>18 products that came off patent, correct?</p> <p>19 A That's correct.</p> <p>20 Q So -- and so in 2013, Opana ER began to</p> <p>21 face generic competition, correct?</p> <p>22 A I probably left by the time that</p> <p>23 happened, but -- yeah.</p> <p>24 Q Okay. In your experience in</p>	<p style="text-align: right;">Page 293</p> <p>1 (Romaine Exhibit No. 34 was marked</p> <p>2 for identification.)</p> <p>3 BY MS. SCULLION:</p> <p>4 Q I hand you what I just marked as</p> <p>5 Exhibit 34, and it's Bates-stamped ENDO_OPIOID_</p> <p>6 MDL-00869053, and we have Bates -- and we stamped</p> <p>7 it in the top right corner E1175.</p> <p>8 Mr. Romaine, if you look at the first</p> <p>9 page of Exhibit 34, do you see this is an e-mail</p> <p>10 and attachment from you to Mr. Kerr, Mr. Baglin,</p> <p>11 Mr. Bingol, and Deanne Melloy in September of 2007</p> <p>12 entitled -- or subject matter, rather, "Opana Top</p> <p>13 50 Writers"?</p> <p>14 A Yes.</p> <p>15 Q Okay. And if you'd just turn to the</p> <p>16 attachment, which begins at E1175.5. Is this a</p> <p>17 set of data that you received in September of 2007</p> <p>18 concerning the top 50 Opana ER writers for the</p> <p>19 period January 7th to July -- sorry, January '07</p> <p>20 to July '07?</p> <p>21 A I don't recall specifically receiving</p> <p>22 this, but it looks like a document I would have</p> <p>23 gotten in my position.</p> <p>24 Q Okay. Did you from time to time ask for</p>

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<p style="text-align: right;">Page 294</p> <p>1 reports of the top 50 or top other segment of --</p> <p>2 of Opana ER writers?</p> <p>3 A You know, I don't recall if I asked for</p> <p>4 it or if it was provided.</p> <p>5 Q Okay. So this is information that --</p> <p>6 that was available --</p> <p>7 A Yes.</p> <p>8 Q -- to you at Endo.</p> <p>9 A Yes.</p> <p>10 Q So you could -- you could go in and say,</p> <p>11 Let me see which prescribers are prescribing the</p> <p>12 most at any given period for a given product.</p> <p>13 That was available to you to do?</p> <p>14 A Yes.</p> <p>15 Q All right. And then if you go back to</p> <p>16 the front page --</p> <p>17 A Mm-hmm.</p> <p>18 Q -- of Exhibit 34, you're explaining that</p> <p>19 -- you said: "This is some very interesting</p> <p>20 data." And you're looking to quantify why certain</p> <p>21 physicians are jumping up in their sales -- or</p> <p>22 prescriptions, rather, of Opana and starting to</p> <p>23 write at a point in time. And you give an example</p> <p>24 of one doctor, Dr. Plotnick, who's served by the</p>	<p style="text-align: right;">Page 296</p> <p>1 from them, correct?</p> <p>2 A Correct.</p> <p>3 Q All right. Now, if you go back to the</p> <p>4 exhibit for the -- I'm sorry, the attachment to</p> <p>5 the exhibit, which is the actual data for the</p> <p>6 top 50.</p> <p>7 A Yes.</p> <p>8 Q Let's look at page E1175.5. There's</p> <p>9 obviously a good deal of information here. You've</p> <p>10 got in the left hand the information about the</p> <p>11 representative, right, that's servicing the</p> <p>12 doctor?</p> <p>13 A Correct.</p> <p>14 Q And the district manager, correct?</p> <p>15 A Correct.</p> <p>16 Q All right. And then for the prescriber</p> <p>17 information, again, you know their name, their</p> <p>18 prescriber ID, their specialty, correct?</p> <p>19 A That's correct.</p> <p>20 Q And their address, correct?</p> <p>21 A Yes.</p> <p>22 Q And then we see the column for "Monthly</p> <p>23 Sales." So this is again a -- data showing</p> <p>24 monthly prescriptions, in this case for Opana ER,</p>
<p style="text-align: right;">Page 295</p> <p>1 pharma division.</p> <p>2 Do you see that?</p> <p>3 A Yes.</p> <p>4 Q Okay. And you say at the end: "The</p> <p>5 point that we need to find is what triggered</p> <p>6 individuals to start and see if there is a common</p> <p>7 thread."</p> <p>8 A Right.</p> <p>9 Q Do you see that?</p> <p>10 A Yes.</p> <p>11 Q So you're trying to figure out for</p> <p>12 these -- these top writers, Okay, well, what's --</p> <p>13 what's triggering them for Opana ER, because you</p> <p>14 thought that might help understand how you might</p> <p>15 support sales more broadly for Opana ER, correct?</p> <p>16 A Well, I think it was looking at are</p> <p>17 there tools or resources that the sales force</p> <p>18 might need or have and not used that somebody is</p> <p>19 using that is important to the physicians that</p> <p>20 we're calling on.</p> <p>21 Q Okay. And -- but you're -- you're</p> <p>22 making an inquiry by looking at, Well, who's</p> <p>23 writing -- who's prescribing the most? Let's look</p> <p>24 at our top customers and see what we can learn</p>	<p style="text-align: right;">Page 297</p> <p>1 for each of those individual providers, correct?</p> <p>2 A Correct.</p> <p>3 Q All right. And then you have</p> <p>4 information on the right-hand side that tells you</p> <p>5 the total that they've written during that period,</p> <p>6 correct?</p> <p>7 A Yes.</p> <p>8 Q All right. So you could tell in any</p> <p>9 given period again which prescriber is writing the</p> <p>10 most number of prescriptions for Opana ER,</p> <p>11 correct?</p> <p>12 A Correct.</p> <p>13 Q All right. And when it says "market</p> <p>14 volume," that's referring to the total</p> <p>15 prescriptions for Opana ER in that given</p> <p>16 provider's market?</p> <p>17 A I think what that refers to, market</p> <p>18 volume is the total prescriptions of all opioids</p> <p>19 in that -- for that physician has written.</p> <p>20 Q Okay. So you could also tell not only</p> <p>21 how many -- how many prescriptions for Opana ER</p> <p>22 the prescriber has written but for all opioids</p> <p>23 during the period.</p> <p>24 A Correct. Market class.</p>

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<p style="text-align: right;">Page 298</p> <p>1 Q Okay. And when it says "share," is that</p> <p>2 Opana's share of that prescriber's total market</p> <p>3 volume?</p> <p>4 A That's correct. That's the way I read</p> <p>5 this.</p> <p>6 Q Okay. And just looking -- stay on this</p> <p>7 page, in this period -- so if I read it correctly,</p> <p>8 two of the top five Opana writers served by the</p> <p>9 specialty division are in Ohio, correct?</p> <p>10 A Let me -- just one second, let me</p> <p>11 just --</p> <p>12 Q Sure.</p> <p>13 MR. MORRIS: Objection. Form and</p> <p>14 foundation.</p> <p>15 BY MS. SCULLION:</p> <p>16 Q I'm starting with the top is -- it says</p> <p>17 Edwin Villalobos --</p> <p>18 A Yes.</p> <p>19 Q -- that gentleman is in Florida.</p> <p>20 The next two are in Ohio, correct?</p> <p>21 A Correct.</p> <p>22 MR. MORRIS: Objection to form and</p> <p>23 foundation.</p> <p>24 BY MS. SCULLION:</p>	<p style="text-align: right;">Page 300</p> <p>1 Q It says Howard Schertzinger, right?</p> <p>2 A Yes.</p> <p>3 Q Okay. So using the data available to</p> <p>4 you, you would have been able to see whether a</p> <p>5 prescriber's volume had changed over the course of</p> <p>6 any given period. Right?</p> <p>7 A Correct. I had information available to</p> <p>8 me.</p> <p>9 Q Okay. And you could have been able to</p> <p>10 tell if there was an unusual spike in</p> <p>11 prescriptions for any given prescriber, correct?</p> <p>12 MR. MORRIS: Objection. Form and</p> <p>13 foundation.</p> <p>14 THE WITNESS: Over the month period --</p> <p>15 prior period, yes.</p> <p>16 BY MS. SCULLION:</p> <p>17 Q Okay. You could have been able to use</p> <p>18 it to look to see if there was some unusual</p> <p>19 pattern in the prescribing for a particular</p> <p>20 provider, correct?</p> <p>21 MR. MORRIS: Objection to form and</p> <p>22 foundation, legal conclusion.</p> <p>23 THE WITNESS: At my level, though, I</p> <p>24 rarely looked at -- down to that granular.</p>
<p style="text-align: right;">Page 299</p> <p>1 Q And as you say, and one is in -- one --</p> <p>2 sorry.</p> <p>3 And two are also in Florida, the top</p> <p>4 five: Mr. Villalobos at the top and Mr. Scott</p> <p>5 Tennanbaum is number five, correct?</p> <p>6 A That's what the report says, yes.</p> <p>7 Q Okay. And then again, if you look on</p> <p>8 the next page, 1175.7, this is the top 50 Opana</p> <p>9 prescribers for the period that were serviced by</p> <p>10 the pharma division, correct?</p> <p>11 A Yes. Sorry, I wanted to make sure that</p> <p>12 was specialty on the first.</p> <p>13 Q Sure. So this -- this page, 1175.7,</p> <p>14 this is the pharma division, correct?</p> <p>15 A Correct.</p> <p>16 Q All right. And again, within the top</p> <p>17 five prescribers you've got a gentleman from</p> <p>18 Florida, David Hicks, and a gentleman from Ohio,</p> <p>19 Howard Schertzinger, correct?</p> <p>20 MR. MORRIS: Objection. Form and</p> <p>21 foundation.</p> <p>22 THE WITNESS: There is someone from Ohio</p> <p>23 there, yes.</p> <p>24 BY MS. SCULLION:</p>	<p style="text-align: right;">Page 301</p> <p>1 BY MS. SCULLION:</p> <p>2 Q But this is data that one could have</p> <p>3 looked at to -- to look at patterns of prescribing</p> <p>4 for individual doctors, right?</p> <p>5 A Correct.</p> <p>6 MR. MORRIS: Same objection.</p> <p>7 BY MS. SCULLION:</p> <p>8 Q And similarly, because you have</p> <p>9 information obviously that tells you that the</p> <p>10 geographic territory in which each doctor is in,</p> <p>11 you could also tell whether that doctor's</p> <p>12 prescriptions were fairly high compared to other</p> <p>13 prescribers in any given territory, correct?</p> <p>14 MR. MORRIS: Objection. Form.</p> <p>15 THE WITNESS: The -- just to clarify,</p> <p>16 the number of prescriptions that they're writing,</p> <p>17 is that what you're asking?</p> <p>18 BY MS. SCULLION:</p> <p>19 Q Yes.</p> <p>20 A Yes, that was available.</p> <p>21 Q Okay. So you could have seen if</p> <p>22 Doctor X had ten times the number of prescriptions</p> <p>23 as the next highest doctor in that territory,</p> <p>24 right?</p>

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<p style="text-align: right;">Page 302</p> <p>1 A Based on this report, yes.</p> <p>2 Q You could have done that. Okay.</p> <p>3 MS. SCULLION: Can I have E524.</p> <p>4 BY MS. SCULLION:</p> <p>5 Q While they are getting that, and just to</p> <p>6 be clear, did you ever undertake any -- any</p> <p>7 analysis to see if any prescriber was suspiciously</p> <p>8 prescribing too much based on information you were</p> <p>9 seeing?</p> <p>10 A I don't recall that. But I know the</p> <p>11 organization, the company, in marketing did that</p> <p>12 at times to look and see if there was any</p> <p>13 suspicious activity, and then that would have been</p> <p>14 reported.</p> <p>15 Q Okay. So -- but you did not -- you did</p> <p>16 not analyze it for that purpose?</p> <p>17 A I did not analyze it to that level.</p> <p>18 Q Who do you understand within marketing</p> <p>19 conducted any analysis to look for anything, I</p> <p>20 think you said, suspicious?</p> <p>21 A Well, I would assume -- and I shouldn't</p> <p>22 use the word "assume" -- but the brand group would</p> <p>23 look at that. The regional directors would look</p> <p>24 at it that close, and if there was suspicion then,</p>	<p style="text-align: right;">Page 304</p> <p>1 A I don't recall that.</p> <p>2 Q And by suspicious pattern here, we're</p> <p>3 talking about a suspected pill mill. Is that what</p> <p>4 we're talking about?</p> <p>5 MR. MORRIS: Objection to form.</p> <p>6 THE WITNESS: Is that what you're</p> <p>7 asking?</p> <p>8 BY MS. SCULLION:</p> <p>9 Q Yeah.</p> <p>10 A So I don't recall -- I mean, I don't</p> <p>11 recall ever having those discussions.</p> <p>12 Q All right. You said also that folks</p> <p>13 within brand, the brand group would have been</p> <p>14 looking at data. Were they looking at data to try</p> <p>15 to look for suspicions of pill mills?</p> <p>16 A I don't know why they would look at it.</p> <p>17 It's probably a question you'd have to ask them.</p> <p>18 Q Okay. So you don't know if they were</p> <p>19 looking at data for that purpose?</p> <p>20 A I don't know that. I know they looked</p> <p>21 at data. I don't know for what purpose.</p> <p>22 Q And just to be clear, do you know</p> <p>23 whether regional directors were looking at data</p> <p>24 for the purpose of trying to see if there were</p>
<p style="text-align: right;">Page 303</p> <p>1 then that would be reported and handled through</p> <p>2 the appropriate channels in the company.</p> <p>3 Q So let's make sure that we're talking</p> <p>4 about the same thing. Start with the regional</p> <p>5 directors.</p> <p>6 Would the regional directors, were they</p> <p>7 required to review sales data within their region</p> <p>8 to see if there was any unusual pattern?</p> <p>9 MR. MORRIS: Objection. Form and</p> <p>10 foundation.</p> <p>11 THE WITNESS: I don't recall if that</p> <p>12 was -- I don't recall if that was a directive, but</p> <p>13 I know that they looked at the data.</p> <p>14 BY MS. SCULLION:</p> <p>15 Q But you don't know if it was actually a</p> <p>16 compliance directive?</p> <p>17 A No, I don't know.</p> <p>18 Q Did you ever have any discussions with</p> <p>19 any regional directors about their review of -- of</p> <p>20 data to -- to look for suspicion patterns?</p> <p>21 A I don't recall.</p> <p>22 Q Do you recall anyone ever coming to you</p> <p>23 and saying, We have identified what we think is a</p> <p>24 suspicious pattern?</p>	<p style="text-align: right;">Page 305</p> <p>1 suspicious -- suspicions of a pill mill?</p> <p>2 A I don't know specifically for that</p> <p>3 reason. I know they looked at data.</p> <p>4 Q But none of them ever talked to you</p> <p>5 about having any suspicions about a potential pill</p> <p>6 mill based on their review of data, right?</p> <p>7 MR. MORRIS: Objection to form.</p> <p>8 THE WITNESS: I don't recall that.</p> <p>9 BY MS. SCULLION:</p> <p>10 Q Okay. In your entire, you know --</p> <p>11 A Tenure.</p> <p>12 Q -- tenure with Endo, you don't ever</p> <p>13 recall that?</p> <p>14 A I don't recall that.</p> <p>15 MR. MORRIS: Objection to form.</p> <p>16 MS. SCULLION: Do you have 524? Thank</p> <p>17 you.</p> <p>18 (Romaine Exhibit No. 35 was marked</p> <p>19 for identification.)</p> <p>20 BY MS. SCULLION:</p> <p>21 Q Let me hand you what's been marked as</p> <p>22 Exhibit 35. And this is Bates-stamped</p> <p>23 ENDO_OPIOID_MDL-00856807, and we've stamped it</p> <p>24 E524 in the top right-hand corner.</p>

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<p style="text-align: right;">Page 306</p> <p>1 And, Mr. Romaine, I'm focusing on the</p> <p>2 e-mail on the bottom half of the first page from</p> <p>3 Mike Weber to the pharma DMs, cc'ing you twice, it</p> <p>4 looks like. It says Larry Romaine, Larry Romaine.</p> <p>5 A Mm-hmm.</p> <p>6 Q Did you have more than one e-mail</p> <p>7 address?</p> <p>8 A No.</p> <p>9 Q Just somebody typed it twice.</p> <p>10 A Yeah.</p> <p>11 Q Okay. And others.</p> <p>12 And the subject of the e-mail is</p> <p>13 "Important - Walgreens stores that have stocked</p> <p>14 Opana," and this is October 20th, 2006. Do you</p> <p>15 see that?</p> <p>16 A Yes.</p> <p>17 Q And as I understand it, Mr. Weber is</p> <p>18 writing to advise the pharma DMs of a list of</p> <p>19 approximately -- it says: "1500 Walgreens, high</p> <p>20 opioid potential stores that have stocked Opana</p> <p>21 5 milligram, Opana ER 5 milligram, and Opana ER</p> <p>22 20 milligram." Is that right?</p> <p>23 A Do you mind if I read -- read the</p> <p>24 e-mail?</p>	<p style="text-align: right;">Page 308</p> <p>1 Q Okay. So it's not as if you have</p> <p>2 prescriptions backed up, and you're saying, Okay,</p> <p>3 now -- now we have the prescriptions, we can go</p> <p>4 fill the Walgreens stores with Opana in order to</p> <p>5 fill those prescriptions.</p> <p>6 A Correct.</p> <p>7 Q All right. And if you look in the</p> <p>8 second paragraph, the last sentence, Mr. Weber</p> <p>9 refers to "Let's show Walgreens that our Endo team</p> <p>10 can pull through this product quickly."</p> <p>11 Do you see that?</p> <p>12 A Yes.</p> <p>13 Q Did you ever discuss the concept of</p> <p>14 pulling through product from Walgreens or a</p> <p>15 similar store?</p> <p>16 A I don't -- I don't recall those -- that</p> <p>17 terminology.</p> <p>18 Q Do you have any understanding about what</p> <p>19 "pull through" means?</p> <p>20 A Yes.</p> <p>21 Q What does it mean?</p> <p>22 A For not -- for a product to be stocked</p> <p>23 and then be utilized by a physician, by</p> <p>24 prescribing for a patient.</p>
<p style="text-align: right;">Page 307</p> <p>1 Q Please, go ahead.</p> <p>2 A (Peruses document.) Okay, thank you.</p> <p>3 Q So do I understand correctly that that's</p> <p>4 what Mr. Weber is writing about, to advise that</p> <p>5 there's approximately 1500 Walgreens, high opioid</p> <p>6 potential stores that have stocked with the</p> <p>7 indicated strengths of Opana and Opana ER?</p> <p>8 A Yes.</p> <p>9 Q All right. What's a high opioid</p> <p>10 potential store, do you know?</p> <p>11 A It must -- I don't recall what he's</p> <p>12 referring to there, and so I shouldn't assume.</p> <p>13 So, I don't know.</p> <p>14 Q Okay. Now, this is stocking of these</p> <p>15 stores in October 2006, and if I understand</p> <p>16 correctly, the stores are being stocked before</p> <p>17 prescriptions have been written for all of the</p> <p>18 Opana that's being stocked in those stores, right?</p> <p>19 A Can -- can you restate --</p> <p>20 Q You're putting -- putting the Opana in</p> <p>21 the stores to then go out and get prescriptions,</p> <p>22 correct?</p> <p>23 A To begin promotion of -- of Opana ER,</p> <p>24 yes.</p>	<p style="text-align: right;">Page 309</p> <p>1 Q And why is Mr. Weber saying, "Let's show</p> <p>2 Walgreens that our Endo team can pull through this</p> <p>3 product quickly"? Why would you need to show</p> <p>4 Walgreens anything?</p> <p>5 A I don't know --</p> <p>6 MR. MORRIS: Objection to form.</p> <p>7 THE WITNESS: -- what he's referring to</p> <p>8 here.</p> <p>9 BY MS. SCULLION:</p> <p>10 Q Okay. I mean, was it -- was she saying</p> <p>11 that Endo had convinced Walgreens to go ahead and</p> <p>12 stock this -- this product, and now we want to</p> <p>13 show them that we can move the product off their</p> <p>14 shelves for prescriptions?</p> <p>15 A I --</p> <p>16 MR. MORRIS: Objection to form and</p> <p>17 foundation.</p> <p>18 THE WITNESS: I don't -- I don't know</p> <p>19 what he's referring to here.</p> <p>20 BY MS. SCULLION:</p> <p>21 Q Okay. But was that something that --</p> <p>22 that was one of Endo's goals during this time</p> <p>23 period was to try to get Opana off of the retail</p> <p>24 shelves as quickly as it could after it was</p>

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<p style="text-align: right;">Page 310</p> <p>1 stocked?</p> <p>2 A Well, our -- our goal was to ensure that</p> <p>3 we had adequate stocking of the product so we</p> <p>4 could promote the product to healthcare providers.</p> <p>5 Q Okay. And was it a goal to -- to have</p> <p>6 product pulled through quickly?</p> <p>7 A I don't know if I would term it quickly,</p> <p>8 but obviously to have it stocked so that it's</p> <p>9 available.</p> <p>10 Q Okay. And remind me, at this point in</p> <p>11 time Mr. Weber's position was what?</p> <p>12 A He was the director of the pharma</p> <p>13 division.</p> <p>14 Q Thank you. I had forgotten.</p> <p>15 And he's writing to his district</p> <p>16 managers in the pharma division, right?</p> <p>17 A In the -- in the -- yes, the pharma</p> <p>18 division.</p> <p>19 Q Okay. And then in the last paragraph,</p> <p>20 second sentence, his directive -- following up on</p> <p>21 the communications from the regional directors,</p> <p>22 his directive to the pharma DMs is: "Let's get</p> <p>23 five high opioid decile MDs in each territory to</p> <p>24 try Opana ER for the first time on at least one</p>	<p style="text-align: right;">Page 312</p> <p>1 MS. SCULLION: Okay. Let's take a quick</p> <p>2 break, we'll get some documents together, and then</p> <p>3 we can try and move quickly.</p> <p>4 MR. MORRIS: Okay.</p> <p>5 THE VIDEOGRAPHER: The time is</p> <p>6 3:50 p m., and we're going off the record.</p> <p>7 (Recess.)</p> <p>8 THE VIDEOGRAPHER: The time is 4:06 p.m.</p> <p>9 We're back on the record.</p> <p>10 (Romaine Exhibit No. 36 was marked</p> <p>11 for identification.)</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Mr. Romaine, welcome back.</p> <p>14 A Thank you.</p> <p>15 Q I hand you what's been marked as</p> <p>16 Exhibit 35, which is Bates-stamped ENDO_OPIOID_</p> <p>17 MDL-02324335. And in the lower right-hand corner,</p> <p>18 we also have our E832.</p> <p>19 MR. MORRIS: Oh, it's 36.</p> <p>20 MS. SCULLION: She has 30 -- I'm sure</p> <p>21 you're right. Erica likes to keep me on my toes.</p> <p>22 THE WITNESS: This is 35.</p> <p>23 MR. MORRIS: Yeah, so you want to --</p> <p>24 MS. SCULLION: We're going to restamp</p>
<p style="text-align: right;">Page 311</p> <p>1 patient next week." Right?</p> <p>2 A Yes, I see that.</p> <p>3 Q Okay.</p> <p>4 MR. MORRIS: Objection. Form and</p> <p>5 foundation.</p> <p>6 BY MS. SCULLION:</p> <p>7 Q And he's referring to high opioid decile</p> <p>8 doctors in each territory, correct?</p> <p>9 MR. MORRIS: Objection. Form and</p> <p>10 foundation.</p> <p>11 BY MS. SCULLION:</p> <p>12 Q MDs is doctors.</p> <p>13 A That's what he's written here.</p> <p>14 Q Okay. And -- and again, so that was his</p> <p>15 directive as to, Let's get the five high opioid</p> <p>16 doctors to try Opana ER for the first time on at</p> <p>17 least one patient in each territory this week.</p> <p>18 MR. MORRIS: Objection to form.</p> <p>19 THE WITNESS: That's what this statement</p> <p>20 says.</p> <p>21 BY MS. SCULLION:</p> <p>22 Q Pretty aggressive goal, correct?</p> <p>23 MR. MORRIS: Objection to form.</p> <p>24 THE WITNESS: I -- I don't know that.</p>	<p style="text-align: right;">Page 313</p> <p>1 it. Yeah, we're going to restamp it. It's all</p> <p>2 right.</p> <p>3 THE WITNESS: Thank you.</p> <p>4 BY MS. SCULLION:</p> <p>5 Q Mr. Romaine, Exhibit 36, if you look at</p> <p>6 the first page, starts with an e-mail from Vanessa</p> <p>7 Costa to Jon Smollen, and she's attaching a number</p> <p>8 of documents and she's sending them to him on</p> <p>9 April 11th, 2013.</p> <p>10 My questions are going to refer to the</p> <p>11 documents attached, not the e-mail, but you're</p> <p>12 welcome to read the e-mail if you'd like.</p> <p>13 A Okay.</p> <p>14 Q So I'm going to actually start with</p> <p>15 page 832.2, the next page.</p> <p>16 A Yes.</p> <p>17 </p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p>Page 314</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 316</p> <p>1 [REDACTED]</p> <p>2 Q Okay. While we're in this document --</p> <p>3 it's right here -- if you could quickly turn to</p> <p>4 page 0832.7, you'll see a big map.</p> <p>5 Do you see that?</p> <p>6 A Yes.</p> <p>7 Q Okay. If I understand correctly, this</p> <p>8 is a -- a map of -- of the territories assigned to</p> <p>9 reps, correct?</p> <p>10 A Yes.</p> <p>11 Q Okay. And I see -- if you look on the</p> <p>12 map where Ohio is, do you see that on the map?</p> <p>13 A Bear with me just one moment.</p> <p>14 Q It's okay. Look just below the word</p> <p>15 "Chicago" and a little to the right.</p> <p>16 A Okay. Yes, I have it.</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 315</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 317</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 318</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 Q Okay.</p> <p>7 MS. SCULLION: Can we have 1215?</p> <p>8 (Romaine Exhibit No. 37 was marked</p> <p>9 for identification.)</p> <p>10 BY MS. SCULLION:</p> <p>11 Q I'm going to hand you what's been marked</p> <p>12 as -- thank you -- Exhibit 37. And this is</p> <p>13 Bates-stamped ENDO_OPIOID_MDL-01968614.</p> <p>14 And it's an e-mail from Ellen Keane to</p> <p>15 Ian McConkey, copying you and Kathleen Cronshaw in</p> <p>16 August of 2012, and titled "West Opana ER</p> <p>17 Feedback."</p> <p>18 Do you see that?</p> <p>19 A Yes.</p> <p>20 Q West Opana ER refers to the western</p> <p>21 region for -- sorry, the -- yeah, the western</p> <p>22 region?</p> <p>23 A Correct.</p> <p>24 Q Okay. And if you go to page E1215.2.</p>	<p>Page 320</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 319</p> <p>1 A Yes.</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 321</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 Do you see that?</p> <p>13 A Yes.</p> <p>14 Q And so Dr. Jutla was an invited speaker</p> <p>15 to the speaker program in Seattle, correct?</p> <p>16 MR. MORRIS: Objection. Form and</p> <p>17 foundation.</p> <p>18 THE WITNESS: I don't know who that</p> <p>19 doctor is.</p> <p>20 BY MS. SCULLION:</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 322</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 BY MS. SCULLION: 24 Q Okay.</p>	<p style="text-align: right;">Page 324</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 323</p> <p>1 A What I don't know, and just to bring 2 clarity, is that that doctor, I don't know if they 3 were actually the speaker or they happened to be 4 attending and made a comment. 5 Q I understand that you don't know. 6 That's why I'm saying if she -- if this doctor 7 were -- 8 A Oh. 9 Q -- a presenting doctor, those comments 10 would have been reviewed and approved by Endo -- 11 MR. MORRIS: Objection. Form and 12 foundation. 13 BY MS. SCULLION: 14 Q -- before being delivered. 15 A I don't -- I don't know that because I 16 wasn't -- I didn't attend the reviewing committee. 17 Q Okay. And if we can look back at 18 Exhibits 9 and 10. 19 And we can start with Exhibit 9 when you 20 find that. 21 A Okay. I'm there. 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 325</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

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<p>Page 326</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 328</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 327</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 329</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 331</p> <p>1 MR. MORRIS: Just put them on the side.</p> <p>2 MS. SCULLION: I would just put them on</p> <p>3 the side for now. Thank you.</p> <p>4 THE WITNESS: Okay.</p> <p>5 (Romaine Exhibit No. 38 was marked</p> <p>6 for identification.)</p> <p>7 BY MS. SCULLION:</p> <p>8 Q I'm handing you what's been marked as</p> <p>9 Exhibit 38.</p> <p>10 A Thank you.</p> <p>11 Q And this is Bates-stamped --</p> <p>12 MS. SCULLION: I don't have a Bates</p> <p>13 stamp number on here. Is there a Bates stamp</p> <p>14 number? Thank you.</p> <p>15 MR. MORRIS: It looks like somebody --</p> <p>16 somebody wrote one in.</p> <p>17 THE WITNESS: I have one on this one.</p> <p>18 Is that what you're referring to as a Bates stamp?</p> <p>19 BY MS. SCULLION:</p> <p>20 Q No. So the Bates number for this for</p> <p>21 the record is ENDO_OPIOID_MDL-00773070 through 71,</p> <p>22 and we've stamped it E924.</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 333</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 334</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 Q Okay.</p> <p>8 MS. SCULLION: Can I have E873 and 974</p> <p>9 and 914. I'll take one at a time.</p> <p>10 (Romaine Exhibit No. 39 was marked</p> <p>11 for identification.)</p> <p>12 BY MS. SCULLION:</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 336</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 335</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 Q Okay. Let me hand you what's been</p> <p>9 marked as Exhibit 39. And Exhibit 39 is</p> <p>10 Bates-stamped ENDO_CHI_LIT-00166187.</p> <p>11 And, Mr. Romaine, the second page of the</p> <p>12 exhibit is a -- a memorandum, I guess I would call</p> <p>13 it, from you to the Endo pharma and specialty</p> <p>14 sales teams dated August 2008, correct?</p> <p>15 A Correct.</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 337</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 338</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 340</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 for identification.)</p> <p>12 BY MS. SCULLION:</p> <p>13 Q All right. Let me hand you what's been</p> <p>14 marked as Exhibit 40, which bears Bates No.</p> <p>15 ENDO_OPIOID_MDL-00685033.</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 339</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 341</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 343</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 345</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 346</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 BY MS. SCULLION: 24 Q Well, let's look at --</p>	<p style="text-align: right;">Page 348</p> <p>1 the very first one: "On the most important 2 characteristics, physicians rate Opana ER 3 significantly lower than all other ER opioids on 4 insurance/formulary availability, and 5 significantly higher than all others on does not 6 have reputation for street abuse." Correct? 7 A I see that in your document. 8 Q Okay. So this is a report that 9 physicians are rating Opana ER as having a better 10 reputation than other ER opioids with respect to 11 reputation for street abuse, correct? 12 MR. MORRIS: Objection. Form and 13 foundation. 14 THE WITNESS: It's in this document. I 15 just want to put it back in context that, again, 16 these physicians, it might be their 17 interpretation, so they may believe it has to this 18 point not much street value or low street value. 19 I don't know whether -- where the information was 20 received from. 21 BY MS. SCULLION: 22 Q And then the report goes on to state: 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 347</p> <p>1 MS. SCULLION: Can I see E914? 2 (Romaine Exhibit No. 41 was marked 3 for identification.) 4 BY MS. SCULLION: 5 Q Let me hand you what's been marked as 6 Exhibit 41. 7 A Thank you. 8 Q Yeah. And Exhibit 41 is Bates-stamped 9 ENDO_CHI_LIT-00547543. 10 And if you turn to the page we've marked 11 as E914.3 in the lower right-hand corner, it's the 12 first page of the presentation. 13 A Okay. 14 Q Do you see that? 15 A Yes. 16 Q And this is a final report for Opana ATU 17 W6. That means Wave 6, right? 18 A Correct. 19 Q All right. It's dated in December 2008, 20 so after your mandatory reading memo had gone out, 21 correct? 22 A Correct. 23 Q And what is reported in December of 24 2008, if you go to page E914.12, as key insights,</p>	<p style="text-align: right;">Page 349</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

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<p>Page 355</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 357</p> <p>1 Q Sure. Do you want to read through this</p> <p>2 page?</p> <p>3 A Yeah, I do want to read through this</p> <p>4 page.</p> <p>5 Q Okay.</p> <p>6 A (Peruses document.) Okay. I'm sorry.</p> <p>7 Q That's okay.</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 359</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 361</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 362</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 Q Okay. We looked at -- I believe it's</p> <p>8 exhibit -- I apologize.</p> <p>9 (Counsel conferring.)</p> <p>10 BY MS. SCULLION:</p> <p>11 Q Okay. Look at Exhibit 9. Thank you.</p> <p>12 A Okay.</p> <p>13 Q That's why we keep them there.</p> <p>14 I -- I --</p> <p>15 A Yes. Oh, that's 7. Sorry.</p> <p>16 Q You know what, I -- I --</p> <p>17 A I've lost my --</p> <p>18 Q That's okay. Before you go further,</p> <p>19 actually what I want is Exhibit 10. That's my</p> <p>20 fault.</p> <p>21 That's the learning module.</p> <p>22 A Yes.</p> <p>23 Q That's okay. We'll -- we can -- we can</p> <p>24 just move on because I mislaid my copy of</p>	<p style="text-align: right;">Page 364</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 A I don't recall that.</p> <p>7 Q Okay.</p> <p>8 MS. SCULLION: Now would be a good place</p> <p>9 for a good quick break so we can get some</p> <p>10 documents together.</p> <p>11 THE WITNESS: Okay.</p> <p>12 THE VIDEOGRAPHER: The time is 4:57 p.m.</p> <p>13 We're going off the record.</p> <p>14 (Recess.)</p> <p>15 THE VIDEOGRAPHER: The time is 5:09</p> <p>16 p m., and we're back on the record.</p> <p>17 (Romaine Exhibit No. 43 was marked</p> <p>18 for identification.)</p> <p>19 BY MS. SCULLION:</p> <p>20 Q Mr. Romaine, I'm going to hand you</p> <p>21 what's been marked as Exhibit 43. I know that we</p> <p>22 have 42 coming. We're taking this a little bit</p> <p>23 out of order.</p> <p>24 A Thank you.</p>
<p style="text-align: right;">Page 363</p> <p>1 Exhibit 10 for the moment.</p> <p>2 A Do you want mine?</p> <p>3 Q No, that's okay. Thank you. That won't</p> <p>4 work.</p> <p>5 We talked about various tools that reps</p> <p>6 used in connection with the promotion of Opana ER,</p> <p>7 and those included dosing guides, correct?</p> <p>8 A Correct.</p> <p>9 Q Conversion guides to help convert from</p> <p>10 one opioid to another, correct?</p> <p>11 A Correct.</p> <p>12 Q All right. Thank you.</p> <p>13 Do they also provide educational</p> <p>14 information to doctors about titration for opioid</p> <p>15 products?</p> <p>16 A Yes.</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 365</p> <p>1 Q So this is 43. There you go.</p> <p>2 And Exhibit 43 is Bates-stamped</p> <p>3 ENDO_OPIOID_MDL-817302. And as you can see, it</p> <p>4 includes an attachment that has a fairly sizable</p> <p>5 set of data that we've attached.</p> <p>6 And Exhibit 43 is dated December 5,</p> <p>7 2010. The e-mail is from Molly Fiore to Chad</p> <p>8 Simon. Subject matter, "Library Program</p> <p>9 Utilization Update."</p> <p>10 Do you see that?</p> <p>11 A Yes.</p> <p>12 Q Do you recall that there was a library</p> <p>13 program at Endo through which physicians could be</p> <p>14 provided textbooks?</p> <p>15 A I don't remember specifically that</p> <p>16 program, but -- but it looks like we had one.</p> <p>17 Q Okay. I mean that -- that's described</p> <p>18 here by Ms. Fiore in her note to Mr. Simon,</p> <p>19 correct?</p> <p>20 A Yes.</p> <p>21 Q His library program utilization as of</p> <p>22 December 1st, 2010.</p> <p>23 A Yes.</p> <p>24 MR. MORRIS: Objection. Form.</p>

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<p style="text-align: right;">Page 366</p> <p>1 BY MS. SCULLION:</p> <p>2 Q Okay. And then she references the</p> <p>3 spreadsheets attached, which she says contain the</p> <p>4 financial budget information, and a second that</p> <p>5 can be forwarded to your field sales managers so</p> <p>6 they can see their activity in their particular</p> <p>7 area or region, correct?</p> <p>8 A Yes.</p> <p>9 Q Okay. So this is information that she</p> <p>10 is sending on to be used in the ordinary course</p> <p>11 of -- of Endo's business, correct?</p> <p>12 MR. MORRIS: Object -- objection to form</p> <p>13 and foundation.</p> <p>14 THE WITNESS: I don't -- I don't know</p> <p>15 that, but I see the document. So...</p> <p>16 BY MS. SCULLION:</p> <p>17 Q She's sending it on to be used, yes?</p> <p>18 MR. MORRIS: Objection. Form and</p> <p>19 foundation.</p> <p>20 THE WITNESS: I guess if that's what</p> <p>21 it's for, yes.</p> <p>22 BY MS. SCULLION:</p> <p>23 Q She's sending it on so that --</p> <p>24 A I was just trying to read through -- I</p>	<p style="text-align: right;">Page 368</p> <p>1 you. Do you see a highlighted line, P108F1?</p> <p>2 A Yes.</p> <p>3 Q Okay. And if you follow that across to</p> <p>4 the middle of the page, you see it says Oliver</p> <p>5 Herndon?</p> <p>6 A Yes, I do.</p> <p>7 Q And if you look, that's the column for</p> <p>8 the clinicians' first and last name. Do you see</p> <p>9 that?</p> <p>10 A Yes.</p> <p>11 Q At the top of the page?</p> <p>12 A Yes.</p> <p>13 </p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23 MR. MORRIS: Objection. Form,</p> <p>24 foundation.</p>
<p style="text-align: right;">Page 367</p> <p>1 was trying to read through the e-mail. I'm sorry,</p> <p>2 I was --</p> <p>3 Q That's okay. Bless you.</p> <p>4 Do you want to read through the e-mail?</p> <p>5 A Yeah, do you mind? I just want to take</p> <p>6 a minute to do that.</p> <p>7 Q No problem.</p> <p>8 A (Peruses document.) Okay.</p> <p>9 </p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14 Q Okay. If you could go -- we've tabbed</p> <p>15 it for you in the spreadsheet, there's a little</p> <p>16 pink tab on the --</p> <p>17 A Yes.</p> <p>18 Q -- side. Because there's no page --</p> <p>19 A Oh, on the side. Okay. Got you.</p> <p>20 Q -- there that's useful.</p> <p>21 The page is numbered by us as E1230.156</p> <p>22 in the upper right hand.</p> <p>23 A Yep.</p> <p>24 Q Great. And it should be highlighted for</p>	<p style="text-align: right;">Page 369</p> <p>1 BY MS. SCULLION:</p> <p>2 Q Does Dr. Herndon's name ring a bell?</p> <p>3 A It does not.</p> <p>4 Q Let me --</p> <p>5 MS. SCULLION: Can we have Exhibit 42.</p> <p>6 (Romaine Exhibit No. 42 was marked</p> <p>7 for identification.)</p> <p>8 BY MS. SCULLION:</p> <p>9 Q I hand you what's been marked as</p> <p>10 Exhibit 42.</p> <p>11 A Thank you.</p> <p>12 Q And this is Bates-stamped ENDO_OPIOID_</p> <p>13 MDL-02314929, and we've marked it as E1178.</p> <p>14 </p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p>Page 371</p> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div> <div></div>	<p>Page 373</p> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div> <div></div>

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<p>Page 378</p> <p>1 (Romaine Exhibit No. 44 was marked</p> <p>2 for identification.)</p> <p>3 BY MS. SCULLION:</p> <p>4 Q I'm going to hand you what's been marked</p> <p>5 as Exhibit 44. And again, this is a rather large</p> <p>6 set of data. The Bates stamp is ENDO_OPIOID_</p> <p>7 MDL-0924490.</p> <p>8 And it doesn't have the cover e-mail,</p> <p>9 but we've pulled up on the screen the metadata</p> <p>10 that came with it when it was produced to us. And</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 380</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 379</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 381</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>





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<p>Page 383</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 385</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p> <p>(Romaine Exhibit No. 45 was marked</p>





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<p style="text-align: right;">Page 386</p> <p>1 for identification.)</p> <p>2 BY MS. SCULLION:</p> <p>3 Q We have -- I'm sorry. I'm handing you</p> <p>4 what's been marked as Exhibit 45, and Exhibit 45</p> <p>5 is Bates-stamped END00562948. And we've stamped</p> <p>6 it E1212.</p> <p>7 </p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 388</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 387</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 389</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23 Q When you were VP of sales for Endo, was</p> <p>24 your office in Chadds Ford, PA?</p>

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<p>Page 390</p> <p>1 A Yeah, Chadds Ford and Malvern.</p> <p>2 Q And then Malvern?</p> <p>3 A Yes.</p> <p>4 Q Okay. And that's right near Philly --</p> <p>5 A Yeah.</p> <p>6 Q -- Philadelphia, correct?</p> <p>7 A Yes.</p> <p>8 Q Okay.</p> <p>9 MS. SCULLION: Can I have E563?</p> <p>10 (Romaine Exhibit No. 46 was marked</p> <p>11 for identification.)</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Let me hand you what's been marked as</p> <p>14 Exhibit 46. And this is Bates-stamped</p> <p>15 ENDO-OR-CID-000694084, and we've stamped it E563</p> <p>16 at the top.</p> <p>17 And you're welcome to read the document.</p> <p>18 A Okay.</p> <p>19 </p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 392</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21 MS. SCULLION: Do you have 419?</p> <p>22 (Romaine Exhibit No. 47 was marked</p> <p>23 for identification.)</p> <p>24 BY MS. SCULLION:</p>
<p>Page 391</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 393</p> <p>1 Q Okay. I'm handing you what's been</p> <p>2 marked as Exhibit 47. And it's Bates-stamped</p> <p>3 </p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<div>Page 395</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div> <div></div>	<div>Page 397</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div> <div></div>

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<p style="text-align: right;">Page 398</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 BY MS. SCULLION:</p> <p>21 Q Do you -- having seen it, do you</p> <p>22 remember it?</p> <p>23 A Yes.</p> <p>24 Q You do remember seeing that?</p>	<p style="text-align: right;">Page 400</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 399</p> <p>1 A Today.</p> <p>2 Q Do you remember seeing it at the time?</p> <p>3 A No, I do not remember.</p> <p>4 Q Okay. In fact, I want to start with</p> <p>5 that.</p> <p>6 MS. SCULLION: Do you have that? Oh,</p> <p>7 these are all the copies. Don't give me all the</p> <p>8 copies.</p> <p>9 (Romaine Exhibit No. 48 was marked</p> <p>10 for identification.)</p> <p>11 BY MS. SCULLION:</p> <p>12 Q I will hand you what's been marked as</p> <p>13 Exhibit 48. Exhibit 48 is Bates-stamped</p> <p>14 ENDO_OPIOID_MDL-01968698, and we've stamped it</p> <p>15 E1179.</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 401</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<div>Page 403</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div>	<div>Page 405</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div>

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<p>Page 406</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 408</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 407</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 409</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 410</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 412</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 Q Okay. Ever see the movie "Drugstore</p>
<p>Page 411</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 413</p> <p>1 Cowboy"?</p> <p>2 A No.</p> <p>3 Q Okay. Would it surprise you to learn</p> <p>4 "Drugstore Cowboy," the movie, mid-'80s, Gus Van</p> <p>5 Sant, in the opening dialogue in that movie talks</p> <p>6 about abuse of Blues, of oxymorphone pills?</p> <p>7 MR. MORRIS: Objection.</p> <p>8 BY MS. SCULLION:</p> <p>9 Q Would it surprise you to know that?</p> <p>10 MR. MORRIS: Objection. Form.</p> <p>11 THE WITNESS: You're surprised I didn't</p> <p>12 know that?</p> <p>13 BY MS. SCULLION:</p> <p>14 Q Are you surprised to know that?</p> <p>15 A No, I don't know anything about the</p> <p>16 movie.</p> <p>17 MR. MORRIS: What's the time, please?</p> <p>18 THE VIDEOGRAPHER: 6 hours, 45.</p> <p>19 MS. SCULLION: We can take a break.</p> <p>20 THE VIDEOGRAPHER: The time is 6:06 p.m.</p> <p>21 We're going off the record.</p> <p>22 (Recess.)</p> <p>23 THE VIDEOGRAPHER: The time is 6:21</p> <p>24 p m., and we're back on the record.</p>

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<p style="text-align: right;">Page 414</p> <p>1 MS. SCULLION: Mr. Romaine, welcome 2 back. 3 THE WITNESS: Thank you. 4 MS. SCULLION: We have no further 5 questions for you today. Thank you for your time. 6 I believe my colleague will be questioning you 7 now. 8 THE WITNESS: Thank you. 9 THE VIDEOGRAPHER: Do you want to go off 10 the record? 11 MR. MORRIS: I guess so. 12 THE VIDEOGRAPHER: The time is 6:21 p.m. 13 We're going off the record. 14 (Pause.) 15 THE VIDEOGRAPHER: The time is 6:23 p.m. 16 We're back on the record. 17 DIRECT EXAMINATION 18 BY MR. LENISKI: 19 Q Good afternoon, Mr. Romaine. My name is 20 Joe Leniski. We were introduced earlier. I 21 represent district attorneys and babies born with 22 prenatal neo-abstinence syndrome in Tennessee, and 23 I'm going to ask you some questions specifically 24 about some areas about my case.</p>	<p style="text-align: right;">Page 416</p> <p>1 Q Okay. So you had no understanding 2 whether the use of opioids in Tennessee was 3 relatively high when compared to other states 4 while you were employed at Endo? 5  6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p>
<p style="text-align: right;">Page 415</p> <p>1 A Okay. 2 MR. LENISKI: Before we go on the 3 record, I just want to state that our clients have 4 an objection -- we're taking these depositions 5 while reserving all rights due to our standing 6 objection to cross-notices in the MDL as a result 7 of production failures under the standing NDA 8 order and lack of sufficient notice, and on the 9 basis there is no time limits in Tennessee when it 10 comes to depositions. 11 But, nonetheless, we're cooperating and 12 here to take the deposition today. 13 MR. MORRIS: Okay. And I'll just simply 14 note that we disagree with that position, but 15 nothing more needs to be said on the record about 16 it today. 17 MR. LENISKI: Okay. Thank you. 18 BY MR. LENISKI: 19 Q During your employment at Endo, did you 20 have any understanding as to the level of opioid 21 use in Tennessee relative to other states? 22 A I can't say specifically that I recall 23 anything different regarding the use of -- of 24 opioids in that area.</p>	<p style="text-align: right;">Page 417</p> <p>1  2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24</p>





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<p style="text-align: right;">Page 418</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 420</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 419</p> <p>1 Q Is that information that you believe was</p> <p>2 relevant to the performance of your job duties at</p> <p>3 Endo?</p> <p>4 A Well, my -- my responsibilities was to</p> <p>5 ensure that the sales force was well educated, a</p> <p>6 resource for offices, professional, and provide a</p> <p>7 full, fair balance when they're calling on</p> <p>8 physicians. So to that answer, no.</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 421</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 (Romaine Exhibit No. 49 was marked</p> <p>20 for identification.)</p> <p>21 BY MR. LENISKI:</p> <p>22 Q Mr. Romaine, I've handed you a document</p> <p>23 identified as Exhibit 49 to your deposition.</p> <p>24 A Okay.</p>

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<p style="text-align: right;">Page 422</p> <p>1 Q My question to you is going to be</p> <p>2 whether you recognize the document.</p> <p>3 A I don't recall the document.</p> <p>4 Q Okay. This is a document Bates-stamped</p> <p>5 ENDO_OPIOID_MDL-01067350.</p> <p>6 It's an e-mail from Albert Weeks.</p> <p>7 A Yes.</p> <p>8 Q Who is that?</p> <p>9 A I know Albert Weeks. I don't recall his</p> <p>10 title in the organization.</p> <p>11 Q Okay. And he's e-mailing several</p> <p>12 people, including yourself in the cc line,</p> <p>13 correct?</p> <p>14 A Correct.</p> <p>15 </p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 424</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 423</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 425</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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15 Q Okay. I'm done with that.

16 A Okay.

17 (Romaine Exhibit No. 50 was marked

18 for identification.)

19 MR. LENISKI: I have one more copy. I

20 apologize.

21 BY MR. LENISKI:

22 Q Did I give you the one that I wrote on?

23 A No. Oh, unless it's on the back. No.

24 Q Okay, got one more. Here you go.

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1 I've handed you a document we've

2 identified as Exhibit 50 to your deposition. Do

3 you recognize the document?

4 A I -- it looks familiar. I don't

5 remember, but it looks familiar.

6 Q And it says, "Larry Romaine, 2011" --

7 MR. MORRIS: Before you go on, can I

8 read the number?

9 MR. LENISKI: Sure, absolutely.

10 MR. MORRIS: It's ENDO_OPIOID_

11 MDL-01006528.

12 MR. LENISKI: Thank you.

13 BY MR. LENISKI:

14 Q This says at the top "Larry Romaine,

15 2011 Objectives," correct?

16 A Correct.

17 Q Do you think -- is it likely you drafted

18 this document?

19 A I have a -- I think these were the

20 object -- objectives that I probably received that

21 I was responsible for.

22 Q And who would have assigned you those

23 objectives, to your knowledge?

24 A My manager at the time, which would have

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1 been -- do you want the name?

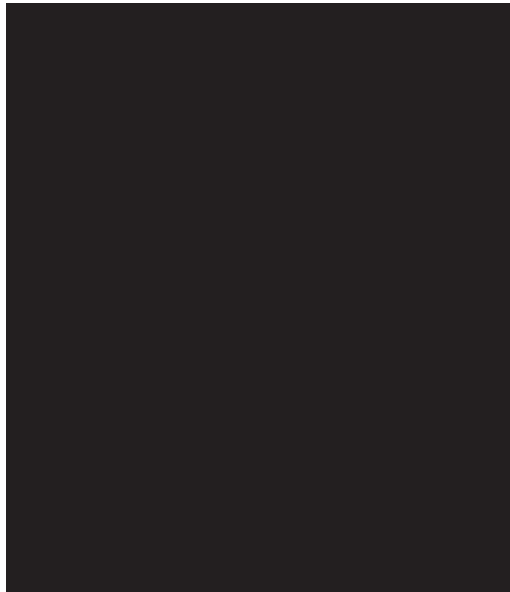
2 Q Yes.

3 A Brian Lortie.

4 Q Okay. And under item number 3, "Pain

5 products" --

6 A Yes.

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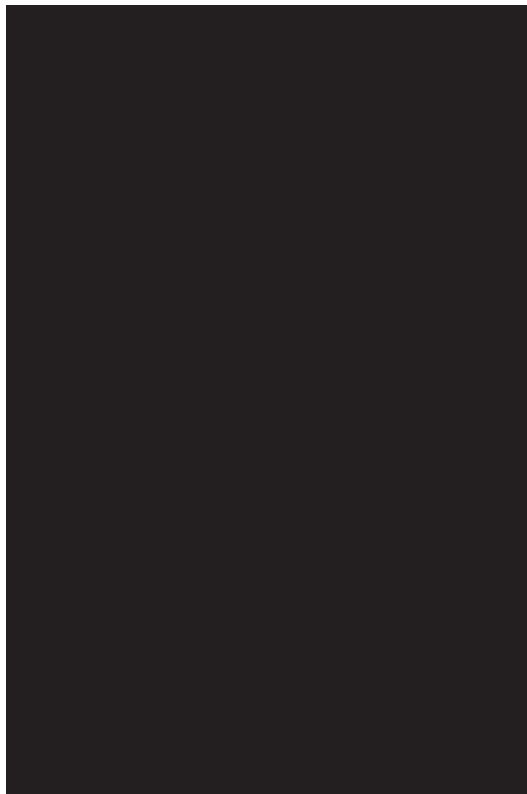
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<p>Page 430</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 432</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 Q Okay. We're done with that.</p> <p>15 (Romaine Exhibit No. 51 was marked</p> <p>16 for identification.)</p> <p>17 BY MR. LENISKI:</p> <p>18 Q Mr. Romaine, I've handed you a document</p> <p>19 identified as Exhibit -- what number's on this</p> <p>20 one? What is that, 52?</p> <p>21 A 51.</p> <p>22 Q 51, I apologize. It is Bates-stamped</p> <p>23 first page ENDO_OPIOID_MDL-00361036.</p> <p>24 My question to you is if you recognize</p>
<p>Page 431</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 433</p> <p>1 the document.</p> <p>2 A I don't recognize it.</p> <p>3 Q This is an e-mail from John Gilbert, and</p> <p>4 I think you talked about him earlier, correct?</p> <p>5 A Correct.</p> <p>6 Q And it's addressed to, among others,</p> <p>7 yourself dated February 11th, 2011.</p> <p>8 A Yes.</p> <p>9 Q Do you see that?</p> <p>10 A Actually I'm copied on it. It's</p> <p>11 addressed to others, but I'm copied on it.</p> <p>12 Q That's fair.</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>




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<p>Page 434</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 436</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 Q Okay.</p> <p>15 (Romaine Exhibit No. 52 was marked</p> <p>16 for identification.)</p> <p>17 BY MR. LENISKI:</p> <p>18 Q I hand you a document identified as</p> <p>19 Exhibit 52 to your deposition. And this is a</p> <p>20 document Bates-stamped ENDO_OPIOID_MDL-01005844.</p> <p>21 The question will be if you recognize</p> <p>22 the document.</p> <p>23 A I don't recognize the document, but I --</p> <p>24 I am copied on the document.</p>
<p>Page 435</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 437</p> <p>1 Q Okay. And this document is another</p> <p>2 e-mail forward from John Gilbert, similar in</p> <p>3 subject to the one we saw previously. He's</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 438</p> <p>1 [REDACTED]</p> <p>2 (Romaine Exhibit No. 53 was marked</p> <p>3 for identification.)</p> <p>4 BY MR. LENISKI:</p> <p>5 Q I hand you a document identified as</p> <p>6 Exhibit 53 to your deposition. This is Bates-</p> <p>7 stamped ENDO_OPIOID_MDL-01018226.</p> <p>8 A Yes.</p> <p>9 Q Do you recognize the document?</p> <p>10 A I don't recognize the document, but I</p> <p>11 have -- I have the copy in front of me.</p> <p>12 Q Okay. And this is an e-mail from</p> <p>13 Kenneth Price, correct?</p> <p>14 A Yes.</p> <p>15 Q And he was the regional business manager</p> <p>16 for the Midwest region include -- which included</p> <p>17 Tennessee, correct?</p> <p>18 A Correct. I think there were changes to</p> <p>19 geographies over time, yes, so he would have</p> <p>20 picked it up from John.</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 440</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 439</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 441</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 you were shown earlier.</p> <p>21 It would have been some of the last --</p> <p>22 one of the last documents you were shown.</p> <p>23 A Yeah, unfortunately, they're not in</p> <p>24 sequence any longer.</p>

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<p style="text-align: right;">Page 442</p> <p>1 THE WITNESS: Did you -- can you find</p> <p>2 it?</p> <p>3 MR. MORRIS: I can -- I have it for you</p> <p>4 here.</p> <p>5 THE WITNESS: Do you mind if I look at</p> <p>6 his?</p> <p>7 BY MR. LENISKI:</p> <p>8 Q Yes.</p> <p>9 A Okay.</p> <p>10 Q Exhibit 48, you were asked some</p> <p>11 questions about -- and this was with respect to</p> <p>12 the abuse that had occurred where Endo discovered</p> <p>13 that patient -- or that individuals were</p> <p>14 injecting --</p> <p>15 A Mm-hmm.</p> <p>16 Q -- the reformulated Opana ER. Is</p> <p>17 that -- is that correct?</p> <p>18 A Yes, that's correct.</p> <p>19 Q Okay. And we didn't -- you weren't</p> <p>20 asked questions about this specifically, but</p> <p>21 according to this e-mail, those cases were being</p> <p>22 reported at least some of that was occurring in</p> <p>23 Tennessee.</p> <p>24 A Okay.</p>	<p style="text-align: right;">Page 444</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 443</p> <p>1 Q Correct?</p> <p>2 A Yes.</p> <p>3 </p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 445</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8 (Romaine Exhibit No. 54 was marked</p> <p>9 for identification.)</p> <p>10 BY MR. LENISKI:</p> <p>11 Q Mr. Romaine, I've handed you a document</p> <p>12 we've identified as Exhibit 55 (sic) to your</p> <p>13 deposition. This is ENDO_OPIOID_MDL-02317224.</p> <p>14 Do you recognize the document?</p> <p>15 A I don't recognize the document.</p> <p>16 Q Okay. The top e-mail in this chain is</p> <p>17 from yourself to Mike Newbould -- I'm sorry, Bill</p> <p>18 Newbould, correct?</p> <p>19 A Yes.</p> <p>20 Q And it's dated September 11th, 2006.</p> <p>21 A Yes.</p> <p>22 Q Who is Bill Newbould?</p> <p>23 A Bill Newbould was in -- I -- I think he</p> <p>24 was in corporate communications. It's 12 years</p>

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<p>Page 446</p> <p>1 ago -- 13 years ago, hard to remember, but I think</p> <p>2 he was in corporate communications.</p> <p>3 Q Okay. And the first e-mail in this</p> <p>4 chain looks -- well, actually, go to the second</p> <p>5 e-mail --</p> <p>6 A Yes.</p> <p>7 Q -- down, do you see from Amy Romero?</p> <p>8 A Yes.</p> <p>9 Q And she's writing to yourself and Mike</p> <p>10 Weber on December 8th.</p> <p>11 A Yes.</p> <p>12 Q And she's forwarding what's called</p> <p>13 Requests for Information. Do you see that?</p> <p>14 A Yes.</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 448</p> <p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p>Page 447</p> <p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p>Page 449</p> <p>1</p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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4 (Romaine Exhibit No. 55 was marked
5 for identification.)
6 BY MR. LENISKI:
7 Q I hand you Exhibit 50 -- what is that?
8 A Five.
9 MR. MORRIS: You handed him 55, but I
10 think we're on 56. No?
11 (A discussion was held off the record.)
12 THE WITNESS: No, 50 -- yeah, this was
13 54.
14 MR. MORRIS: Oh, I see. I think maybe
15 you said 55 when you meant 54. But it's been
16 marked as 54, so we're now on 55.
17 MR. LENISKI: Okay.
18 THE WITNESS: Okay.
19 BY MR. LENISKI:
20 Q I hand you Exhibit 55. This is a
21 document Bates-stamped EPI001232307. Correct?
22 A Correct.
23 Q Do you recognize the document?
24 A I don't recognize the specific document,

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24 [REDACTED]

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1 but I recognize John Gilbert wrote this document.
2 Q And he wrote it to you on November 4th,
3 2011?
4 A Correct.
5 [REDACTED]
6 [REDACTED]
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8 [REDACTED]
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1 Q This is an exhibit we've labeled 56 to
2 your deposition. It's ENDO_OPIOID_MDL-01007694.
3 Do you recognize the document?
4 A It's an e-mail that -- that I had sent
5 back to John Gilbert.
6 Q Okay. And you're responding to an
7 e-mail from Mr. Gilbert below dated June 25th,
8 2012, correct?
9 A Correct.
10 Q Okay. And he starts the e-mail saying:
11 "Larry, just a bit of commentary directly from
12 some of the footprints and DMs that are performing
13 at the lower end of goal attainment in the
14 Mid-Atlantic region." Correct?
15 A Correct.
16 Q If you skip down, do you see the header
17 "N Knoxville"?
18 A Yes.
19 Q That's -- do you understand that meant
20 North Knoxville?
21 A Yes.
22 [REDACTED]
23 [REDACTED]
24 [REDACTED]

Page 459

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11 [REDACTED]
12 [REDACTED]
13 Q Okay.
14 MR. MORRIS: Okay. So, Counsel, when we
15 were off the record, I asked you how long you had,
16 and you said about 30 or 45 minutes, and we've
17 been going about 45. How much longer?
18 MR. LENISKI: I've got -- hold on.
19 Thanks for your patience.
20 We're on 56 now, right?
21 THE WITNESS: Yes.
22 (Romaine Exhibit No. 56 was marked
23 for identification.)
24 BY MR. LENISKI:

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Page 464

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5 [REDACTED]
6 A -- with John.
7 Q I've got one more exhibit for you.
8 57. This is one of those fun oversized
9 ones.
10 (Romaine Exhibit No. 57 was marked
11 for identification.)
12 BY MR. LENISKI:
13 Q I've handed you a document that we've
14 labeled Exhibit 57 to your deposition. The cover
15 is an e-mail that's Bates-stamped EPI002036707.
16 A Yes.
17 Q I will represent to you that we have
18 only attached an excerpt from the attachment to
19 the e-mail in Exhibit 57. And there's a -- should
20 be a cover page that explains that. So it's a --
21 it's a demonstrative --
22 A Okay.
23 Q -- as well.
24 A Okay.

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1 Q Okay? I'll represent that to you.
2 So let's first look at the e-mail. Do
3 you recognize the e-mail?
4 A I don't recognize the e-mail. I know it
5 came from me, but I don't recall sending it and --
6 it's six years ago.
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<p>Page 467</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 469</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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18 questions at this time.
19 MR. MORRIS: Thank you.
20 So let's take a break. I will have
21 questions. I'm going to organize, and we'll come
22 back in 15 minutes or so.
23 MS. SCULLION: Let me suggest when we
24 start, then we will read the numbers in of

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1 the exhibits --
2 MR. MORRIS: Oh, of the -- yes.
3 THE VIDEOGRAPHER: The time is 7:19 p.m.
4 We're going off the record.
5 (Recess.)
6 THE VIDEOGRAPHER: The time is 7:59 p.m.
7 We're back on the record.
8 CROSS-EXAMINATION
9 BY MR. MORRIS:
10 Q Mr. Romaine, thank you again for being
11 here today. I know it's been a long day. I have
12 a few questions myself for you.
13 And there's a few questions that I'm
14 going to go over your background, not to retread
15 old ground necessarily, but to kind of orient us
16 for our series of questions.
17 A Okay.
18 Q Can you remind us again when you began
19 at Endo.
20 A June of 2003.
21 Q And how long did you remain at the
22 company?
23 A I left in September of 2013. So 10
24 years.

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1 Q Okay. So what title did you have when
2 you left the company?
3 A Vice president of sales.
4 Q So you left in 2013, so how many years
5 ago approximately is that?
6 A Yeah, six years -- six years -- six-ish
7 years ago.
8 Q So it's been quite a while since you've
9 been at the company, correct?
10 A Yes.
11 Q Have you been required to think much
12 about Endo Opana sales in those intervening six
13 years?
14 A No.
15 MS. SCULLION: Objection to form.
16 BY MR. MORRIS:
17 Q You said that when you left the company,
18 you held the title of VP sales. How long did you
19 hold that title?
20 A From 2007 until -- June of 2007 until I
21 left in September of 2013.
22 Q And I know you described earlier some of
23 your job duties, but can you describe in general
24 what your responsibilities were as VP of sales.

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<p style="text-align: right;">Page 474</p> <p>1 A Yeah, my role and responsibility was</p> <p>2 to -- to lead the sales organization. So I was</p> <p>3 responsible to make sure that they were well</p> <p>4 trained, they would continually be tested to</p> <p>5 ensure that they were well trained, and that they</p> <p>6 could go out and deliver a clinical message to</p> <p>7 physicians.</p> <p>8 Q Are you proud of the time that you</p> <p>9 worked at Endo?</p> <p>10 A Absolutely.</p> <p>11 Q And why is that?</p> <p>12 A I worked with great people. I felt like</p> <p>13 we achieved very good results. I thought, you</p> <p>14 know, everybody I worked with, both in the home</p> <p>15 office as well as in the field, were ethical, high</p> <p>16 integrity, a passion to -- to do what's right for</p> <p>17 patients and for the physician offices that they</p> <p>18 called on.</p> <p>19 So there was a lot of energy around the</p> <p>20 company and the work that we did every day and</p> <p>21 what we achieved.</p> <p>22 Q Now, eventually you were downsized from</p> <p>23 the company, right?</p> <p>24 A That's correct.</p>	<p style="text-align: right;">Page 476</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 475</p> <p>1 Q Did anybody at the company tell you why</p> <p>2 you were being downsized?</p> <p>3 A No, not at the time.</p> <p>4 Q Now, you mentioned that the Endo sales</p> <p>5 representatives received training on how to do</p> <p>6 their job. How did the sales representatives</p> <p>7 receive that training from Endo?</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 477</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 478</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 480</p> <p>1 A Here's 15. 16. 14. Okay. I'm sorry.</p> <p>2 Q That's okay. A lot of documents over</p> <p>3 there.</p> <p>4 Can you take a look at what had been --</p> <p>5 what's been marked as Exhibit 14. You talked</p> <p>6 about this document earlier today. Can you just</p> <p>7 describe what that document is again.</p> <p>8 A It's the master visual aid.</p> <p>9 Q Okay. And if you go into the document</p> <p>10 to the page that at the top has E1023.37.</p> <p>11 And before I ask you some specific</p> <p>12 questions about this portion of the document, can</p> <p>13 you describe again what master visual aid is.</p> <p>14 A It's the -- the detail aid that the</p> <p>15 representatives would use in front of a physician.</p> <p>16 Q And if you just take a quick peek at the</p> <p>17 first page of this exhibit, do you see what date</p> <p>18 is on the e-mail that's on there?</p> <p>19 A September 18th, 2006.</p> <p>20 Q And when did -- approximately when did</p> <p>21 Opana launch, come onto the market?</p> <p>22 A June of 2006, I think was the time</p> <p>23 frame.</p> <p>24 Q Okay. Now, I'm drawing your attention</p>
<p>Page 479</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 Q If you could look at Exhibit 14, please.</p> <p>15 A I don't know if --</p> <p>16 Q And I know it might take you a minute to</p> <p>17 find that, but that could also be called -- called</p> <p>18 up.</p> <p>19 A I -- I don't think I'm going to find it</p> <p>20 here.</p> <p>21 Q It's the one that looks like that</p> <p>22 (indicating).</p> <p>23 A What was the number again?</p> <p>24 Q 14.</p>	<p>Page 481</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 483</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 485</p> <p>1 BY MR. MORRIS:</p> <p>2 Q I'm handing you Exhibit 58.</p> <p>3 MS. SCULLION: Thank you.</p> <p>4 BY MR. MORRIS:</p> <p>5 Q And that bears the production number at</p> <p>6 the very bottom END00747664.</p> <p>7 I'll ask you to take a look at that.</p> <p>8 It's an e-mail from you dated September -- I'm</p> <p>9 sorry -- July 30th, 2012.</p> <p>10 Do you recognize what's been marked as</p> <p>11 Exhibit 58?</p> <p>12 A Yes.</p> <p>13 Q And what is Exhibit 58?</p> <p>14 A It's an e-mail that I sent out to the</p> <p>15 region business directors.</p> <p>16 Q And what was the purpose of your sending</p> <p>17 out this e-mail?</p> <p>18 A Reinforcing tools and resources that the</p> <p>19 reps had available to them to report diversion.</p> <p>20 Q Okay. And so can you read what you</p> <p>21 wrote in the body of the e-mail.</p> <p>22 A Yes.</p> <p>23 MS. SCULLION: Objection. Form.</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 486</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 488</p> <p>1 different document. Mine does not have any Bates 2 numbers on it. 3 MR. MORRIS: I think it may be because 4 of the copy. 5 MS. SCULLION: Oh, okay. 6 MR. MORRIS: It should be the same -- 7 let's just make sure. It's the e-mail entitled 8 "RBD Removals." 9 MS. SCULLION: April 5th, 2013? 10 MR. MORRIS: April 5th, 2013. 11 MS. SCULLION: Yeah. Thank you. 12 BY MR. MORRIS: 13 Q First, I'll ask whether you recognize 14 the cover e-mail on this exhibit. 15 A I do recognize the e-mail. Not 16 specifically, but I do recognize this e-mail. 17 Q Okay. And you're a cc on that e-mail? 18 A Correct. 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 487</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 (Romaine Exhibit No. 59 was marked 13 for identification.) 14 BY MR. MORRIS: 15 Q Let me show you what has been marked as 16 Exhibit 59. 17 MS. SCULLION: Thank you. 18 BY MR. MORRIS: 19 Q Mr. Romaine, do you -- and, I'm sorry, I 20 should identify it with the production numbers. 21 Hold on just one second. 22 It has production number at the bottom 23 ENDO_OPIOID_MDL-00770609. 24 MS. SCULLION: Sean, you may have a</p>	<p style="text-align: right;">Page 489</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

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<div>Page 491</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div> <div></div>	<div>Page 493</div> <div><div>1</div><div>2</div><div>3</div><div>4</div><div>5</div><div>6</div><div>7</div><div>8</div><div>9</div><div>10</div><div>11</div><div>12</div><div>13</div><div>14</div><div>15</div><div>16</div><div>17</div><div>18</div><div>19</div><div>20</div><div>21</div><div>22</div><div>23</div><div>24</div></div> <div></div>

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1 A It might take me a while.
2 Can I look on here? Okay.
3 Q Do you recall the voicemail message that
4 was played earlier today?
5 A Yes.
6 Q And I believe on the second page, there
7 is a transcript.
8 MS. SCULLION: I think we may have
9 marked that as a separate exhibit.
10 MR. MORRIS: Oh, that was 8?
11 MS. SCULLION: Yeah.
12 MS. TYJER: The transcript is 7. The
13 e-mail is 8.
14 MR. MORRIS: Right, I -- I'm sorry, I
15 asked for 7.
16 MS. SCULLION: I believe we marked it as
17 a demonstrative -- as a demonstrative.
18 MR. MORRIS: Right. I have it marked as
19 Exhibit 7, the actual transcript. Is that not
20 correct?
21 (A discussion was held off the record.)
22 MR. MORRIS: Oh, I'm sorry. Do you need
23 a different number for that? E -- E1203.
24 BY MR. MORRIS:

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3 [REDACTED]
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17 [REDACTED]
18 BY MR. MORRIS:
19 Q Earlier today counsel also asked you
20 some questions about -- I'm going to pull it up as
21 Exhibit 7.
22 A Oh, gosh. Okay.
23 Q And maybe we can do it just by pulling
24 it --

Page 497

1 [REDACTED]
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<p>Page 498</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 500</p> <p>1 BY MR. MORRIS:</p> <p>2 Q How many people would have received the</p> <p>3 documents like that?</p> <p>4 MS. SCULLION: Objection. Form,</p> <p>5 foundation.</p> <p>6 BY MR. MORRIS:</p> <p>7 Q Let me ask it this way: Market</p> <p>8 research, do you know how many people within the</p> <p>9 company would receive that kind of information?</p> <p>10 A 30 to 40, approximately.</p> <p>11 Q And as the VP of sales, were you</p> <p>12 expected to do anything in response to receiving</p> <p>13 that market research if you received it?</p> <p>14 A No.</p> <p>15 MS. SCULLION: Objection to form.</p> <p>16 MR. MORRIS: Why don't we just take a</p> <p>17 quick pause here. We don't even have to leave. I</p> <p>18 just want to confer and see if there's any further</p> <p>19 questions.</p> <p>20 THE WITNESS: Okay.</p> <p>21 THE VIDEOGRAPHER: The time is 8:28 p.m.</p> <p>22 We're going off the record.</p> <p>23 (Pause.)</p> <p>24 THE VIDEOGRAPHER: The time is 8:29 p.m.</p>
<p>Page 499</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 Q I'm going to show you now Exhibits 40</p> <p>12 and 41. And so you don't have to look through</p> <p>13 your pile, I'm just going to give you my copies</p> <p>14 that I marked.</p> <p>15 Do you recall those exhibits?</p> <p>16 A From today, yes.</p> <p>17 Q From today. And had you seen those</p> <p>18 documents prior to today?</p> <p>19 A I don't recall them.</p> <p>20 Q And what are those two documents? What</p> <p>21 kind of documents are they?</p> <p>22 MS. SCULLION: Objection. Form.</p> <p>23 THE WITNESS: They're summaries of</p> <p>24 market research.</p>	<p>Page 501</p> <p>1 We're back on the record.</p> <p>2 MR. MORRIS: Mr. Romaine, thank you very</p> <p>3 much. I don't have any further questions at this</p> <p>4 time.</p> <p>5 THE WITNESS: Thank you.</p> <p>6 THE VIDEOGRAPHER: The time is 8:29 p.m.</p> <p>7 We're going off the record.</p> <p>8 (Recess.)</p> <p>9 THE VIDEOGRAPHER: The time is 8:51 p.m.</p> <p>10 We're back on the record.</p> <p>11 REDIRECT EXAMINATION</p> <p>12 BY MS. SCULLION:</p> <p>13 Q Welcome back, Mr. Romaine.</p> <p>14 A Thank you.</p> <p>15 Q You realize you're still under oath?</p> <p>16 A Yes.</p> <p>17 Q Thank you.</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 502</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 504</p> <p>1 on the sides of the master visual aids?</p> <p>2 A Yes.</p> <p>3 Q And you were asked: What was the</p> <p>4 purpose of having these types of boxes pulled out</p> <p>5 for the training material that was provided to the</p> <p>6 sales force?</p> <p>7 And your answer was: To ensure that</p> <p>8 they knew exactly what were important pieces if</p> <p>9 they need to reinforce to physicians when they're</p> <p>10 making the sales presentations. Correct?</p> <p>11 A Correct.</p> <p>12 Q And so that would include, for example,</p> <p>13 on page E1023.19 --</p> <p>14 A Okay.</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 503</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 Q Correct. Okay.</p> <p>16 And then you were asked about the master</p> <p>17 visual aid, and that was Exhibit 14.</p> <p>18 A Okay. I have it right here.</p> <p>19 Q And I believe Mr. Morris took you back</p> <p>20 to the navigator portion, which begins at</p> <p>21 E1023.18. Can you turn to that page?</p> <p>22 A Yes. Okay. I'm sorry.</p> <p>23 Q Okay. And do you recall Mr. Morris was</p> <p>24 asking you about in this section the callout boxes</p>	<p>Page 505</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p style="text-align: right;">Page 506</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 BY MS. SCULLION: 12 Q Okay. Can you pull back Exhibit 59, 13 which Mr. Morris reviewed with you. 14 A Do you know which -- what that was 15 actually? 16 Q Yeah, it's the removal list. 17 A Okay. 18 Q Thank you. 19 A Yes. 20 Q Do you have Exhibit 59 in front of you? 21 And Mr. Morris had you turn to some of 22 the pages attached at the back where it was noted 23 in various places -- let's go to page 26 of 59. I 24 think that's what you were on.</p>	<p style="text-align: right;">Page 508</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 507</p> <p>1 A Okay. 2 Q It was noticed -- I'm sorry. It's 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 509</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

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<p style="text-align: right;">Page 510</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 A Well --</p> <p>19 Q Let me make this easier.</p> <p>20 MS. SCULLION: Do we have the exhibit?</p> <p>21 THE WITNESS: This one, yes.</p> <p>22 BY MS. SCULLION:</p> <p>23 Q What is the exhibit number, please?</p> <p>24 A 58.</p>	<p style="text-align: right;">Page 512</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 511</p> <p>1 Q 58. Thank you.</p> <p>2 MS. SCULLION: Do we have that? That's</p> <p>3 okay.</p> <p>4 BY MS. SCULLION:</p> <p>5 Q You have Exhibit 58 in front of you --</p> <p>6 A Yes.</p> <p>7 Q -- and you were asked about that, and</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 513</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<p>Page 514</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 516</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 --</p> <p>12 what are we on? 60? Thank you.</p> <p>13 (Romaine Exhibit No. 60 was marked</p> <p>14 for identification.)</p> <p>15 BY MS. SCULLION:</p> <p>16 Q Let me hand you what's been marked as</p> <p>17 Exhibit 60. This is an e-mail from -- it's</p> <p>18 Bates-stamped ENDO_OPIOID_MDL-01861288.</p> <p>19 And if you turn back, you can see this</p> <p>20 is an -- an e-mail chain that starts on page</p> <p>21 E852.3. It starts as an e-mail from Margaret</p> <p>22 Takasu-Cronan to Paul Badley, Kevin Johnston, and</p> <p>23 is cc'd to Ron Jackson.</p> <p>24 A Yes.</p> <p>[REDACTED]</p>
<p>Page 515</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 517</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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Page 518

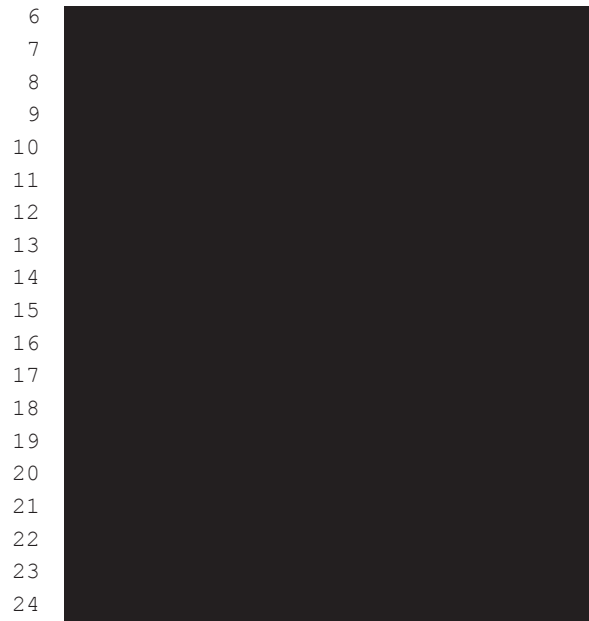
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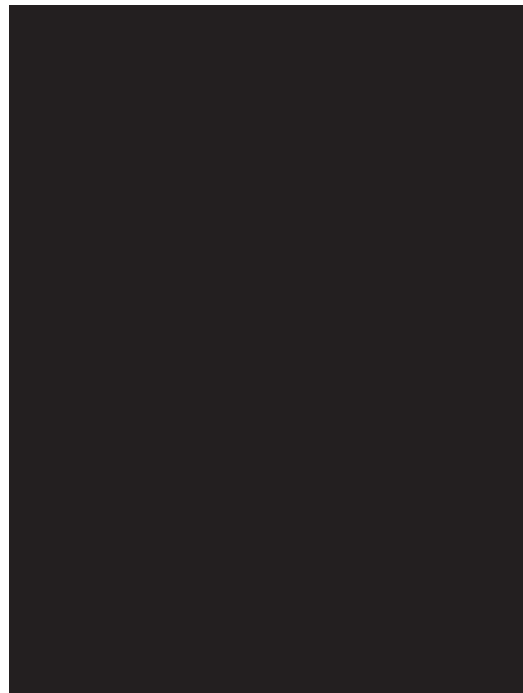
1 included on the -- on the call plan, and you said
2 that these would have to be experienced
3 physicians, correct?

4 A Experienced in the therapeutic class
5 that we were calling on for, yes.



Page 519

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make.

Q Okay. And then Mr. Morris was asking
you about the criteria for a physician to be

Page 521

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MS. SCULLION: And then can we pull up
1207 again, please. Is that 1207, the script?

MS. TYJER: 1203.

MS. SCULLION: I'm so sorry. Thank you.

BY MS. SCULLION:

Q Okay. So Mr. Morris brought you back to
the -- the voicemail from June of 2012 --

A Yes.




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<p>Page 522</p> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<p>Page 524</p> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>
<p>Page 523</p> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>	<p>Page 525</p> <div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div><div></div></div>

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<p style="text-align: right;">Page 526</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9 MS. SCULLION: Thank you. I have no</p> <p>10 further questions for today.</p> <p>11 THE WITNESS: Okay.</p> <p>12 MR. MORRIS: Yes, except weren't you</p> <p>13 going to read something?</p> <p>14 MS. SCULLION: Yes. So --</p> <p>15 MR. MORRIS: The -- the numbers.</p> <p>16 MS. SCULLION: I have them in my pocket.</p> <p>17 So for the record, here's the Bates</p> <p>18 numbers for certain exhibits where the Bates</p> <p>19 numbers were cut off.</p> <p>20 Exhibit 18 was ENDO_OPIOID_MDL-00684008</p> <p>21 through 011.</p> <p>22 Exhibit 19 was ENDO_OPIOID_MDL-00686202</p> <p>23 through zero -- 205. So 202 through 205.</p> <p>24 And Exhibit 24 was</p>	<p style="text-align: right;">Page 528</p> <p>1 CERTIFICATE OF CERTIFIED SHORTHAND REPORTER</p> <p>2 The undersigned Certified Shorthand Reporter</p> <p>3 does hereby certify:</p> <p>4 That the foregoing proceeding was taken before</p> <p>5 me at the time and place therein set forth, at</p> <p>6 which time the witness was duly sworn; That the</p> <p>7 testimony of the witness and all objections made</p> <p>8 at the time of the examination were recorded</p> <p>9 stenographically by me and were thereafter</p> <p>10 transcribed, said transcript being a true and</p> <p>11 correct copy of my shorthand notes thereof; That</p> <p>12 the dismantling of the original transcript will</p> <p>13 void the reporter's certificate</p> <p>14 In witness thereof, I have subscribed my name</p> <p>15 this date: January 15, 2019</p> <p>16</p> <p>17 _____</p> <p>18 LESLIE A TODD, CSR, RPR</p> <p>19 Certificate No 5129</p> <p>20 (The foregoing certification of</p> <p>21 this transcript does not apply to any</p> <p>22 reproduction of the same by any means,</p> <p>23 unless under the direct control and/or</p> <p>24 supervision of the certifying reporter)</p>
<p style="text-align: right;">Page 527</p> <p>1 ENDO_DATA_OPIOID_MDL-0000021.</p> <p>2 MR. MORRIS: Okay. Now we're done.</p> <p>3 THE VIDEOGRAPHER: The time is</p> <p>4 9:15 p m., January 10th, 2019. Going off the</p> <p>5 record, concluding the videotaped deposition.</p> <p>6 (Whereupon, the deposition of</p> <p>7 LARRY W. ROMAINE was concluded</p> <p>8 at 9:15 p.m.)</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 529</p> <p>1 INSTRUCTIONS TO WITNESS</p> <p>2 Please read your deposition over carefully and</p> <p>3 make any necessary corrections. You should state</p> <p>4 the reason in the appropriate space on the errata</p> <p>5 sheet for any corrections that are made.</p> <p>6 After doing so, please sign the errata sheet</p> <p>7 and date it.</p> <p>8 You are signing same subject to the changes</p> <p>9 you have noted on the errata sheet, which will be</p> <p>10 attached to your deposition. It is imperative</p> <p>11 that you return the original errata sheet to the</p> <p>12 deposing attorney within thirty (30) days of</p> <p>13 receipt of the deposition transcript by you. If</p> <p>14 you fail to do so, the deposition transcript may</p> <p>15 be deemed to be accurate and may be used in court.</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p style="text-align: right;">Page 530</p> <p>1 -----</p> <p>2 E R R A T A</p> <p>3 -----</p> <p>4 PAGE LINE CHANGE</p> <p>5 _____</p> <p>6 REASON: _____</p> <p>7 _____</p> <p>8 REASON: _____</p> <p>9 _____</p> <p>10 REASON: _____</p> <p>11 _____</p> <p>12 REASON: _____</p> <p>13 _____</p> <p>14 REASON: _____</p> <p>15 _____</p> <p>16 REASON: _____</p> <p>17 _____</p> <p>18 REASON: _____</p> <p>19 _____</p> <p>20 REASON: _____</p> <p>21 _____</p> <p>22 REASON: _____</p> <p>23 _____</p> <p>24 REASON: _____</p>	
<p style="text-align: right;">Page 531</p> <p>1 ACKNOWLEDGMENT OF DEPONENT</p> <p>2 I, _____, do hereby</p> <p>3 certify that I have read the foregoing pages, and</p> <p>4 that the same is a correct transcription of the</p> <p>5 answers given by me to the questions therein</p> <p>6 propounded, except for the corrections or changes</p> <p>7 in form or substance, if any, noted in the</p> <p>8 attached Errata Sheet.</p> <p>9 _____</p> <p>10 _____</p> <p>11 LARRY W. ROMAIN DATE</p> <p>12 _____</p> <p>13 _____</p> <p>14 Subscribed and sworn to</p> <p>15 before me this</p> <p>16 _____ day of _____, 20 ____.</p> <p>17 My commission expires: _____</p> <p>18 _____</p> <p>19 Notary Public</p> <p>20 _____</p> <p>21 _____</p> <p>22 _____</p> <p>23 _____</p> <p>24 _____</p>	

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